

Miss Palmer

The



CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

M A Y 5 1962



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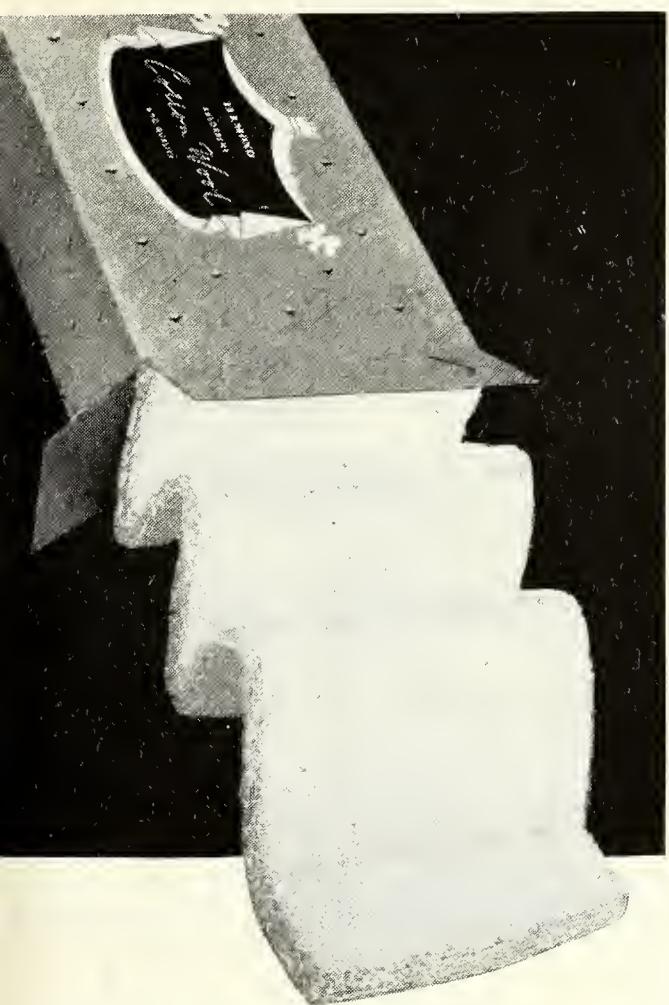
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THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

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May 5, 1962

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INECTO RAPID world's most famous liquid permanent tint. Wholesale **2/8** + P.T. Retail **5/3**

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lines

are selling

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such as these appear in
a wide range of national
and provincial newspapers
and magazines, attracting
more and more sales for . . .**



**The Soap,
at the right margin,
which increases your sales**



The CHEMIST AND DRUGGIST

Volume 177

MAY 5, 1962

No. 4290

Common Market

PROBABLE EFFECT ON RETAILERS

THE effect upon retailers of the United Kingdom joining the Common Market is likely to be beneficial rather than otherwise, provided the retailers "are ready and able to adapt themselves to new and challenging conditions of variety, selection, presentation and salesmanship within the familiar framework," states a report of a study group of the National Chamber of Trade.

The report is to be presented for discussion at the Trade Conference in Torquay, May 26-30. While much has been written on the Common Market's probable effects on industry, and on political implications, the group found nothing dealing with the subject from the point of view of those engaged in retail distribution. Although Continental goods coming into the U.K. would not be excessive in the early stages their manufacturers are making plans to participate in the trade and are ahead of British manufacturers in that respect.

Standing Committee

APPOINTMENTS BY GENERAL COUNCIL

AT the first meeting of the newly elected Pharmaceutical General Council held in Edinburgh on April 18, the following members were appointed to the Pharmaceutical Standing Committee (Scotland) for the period until March 31, 1965:—Messrs. F. Hepburn, Edinburgh (chairman); G. A. Jervie, Arbroath (vice-chairman); T. W. Buchanan, Leven; R. J. Cowie, Ellon; G. P. Dawson, Aberdeen; G. Deas Drummond, Falkirk; T. C. Kelly, Glasgow; E. C. M. Maxwell, Edinburgh; H. R. Milne, Perth; G. Mitchell, Perth; A. Officer, Glasgow; W. W. Paterson, Blantyre; and W. T. Wilson, Glasgow. The following additional members of the Pharmaceutical Standing Committee have been appointed by the organisations named:—Messrs. G. W. Telford (Company Chemists' Association); P. Emslie (Co-operative Union, Ltd.); W. C. D. Bain and J. W. Goodchild (Scottish Executive, Pharmaceutical Society of Great Britain); J. J. McEwan and J. W. Scott (Scottish Pharmaceutical Federation).

U.S. Photo Trade Show

DISPLAY OF GOODS IN LONDON

A PHOTOGRAPHIC industries show organised by the National Association of Photographic Manufacturers of the United States opened to dealers at the

Nivaquine) substituted, but preparations containing drugs additional to the chloroquine salts are not included.

British Approved Names

THE following supplementary list of approved names has been issued by the British Pharmacopœia Commission:—

APPROVED NAME	OTHER NAMES
Angiotensin amide	Val ⁵ -hypertensin II-asp-β-amide(Hypertensin-CIBA)
Benziodarone	2-Ethyl-3-(4-hydroxy-3:5-di-iodobenzoyl)coumarone (Cardivix)
Cyclarbamate	1:1-Di(phenylcarbamoyloxy)methylcyclopentane
Cyclexedrine	2-cycloHexyl-N-methylpropylamine (Eventin)
Ecothiopate iodide	S-2-Dimethylaminoethyl diethyl phosphorothioate methiodide (Phospholine iodide)
Flurandrenolone	6α-Fluro-11β:21-dihydroxy-16α:17α-isopropylidene-dioxypregn-4-ene-3:20-dione, 6α-Fluro-16α:17α-isopropylidenedioxohydrocortisone (Drenison)
Glycalox	A polymerised complex of glycerol and aluminium hydroxide (Manalox AG)
Mebutamate	2:2-Di(carbamoyloxymethyl)-3-methylpentanate (Capla)
Melarsonyl potassium	Dipotassium 2-[4-(4:6-diamino-1:3:5-triazin-2-ylamino)phenyl]-1:3:2-dithia-arsoline-4:5-dicarboxylate (Trimelarsan)
Methetoin	5-Ethyl-1-methyl-5-phenylhydantoin
Methyldopa	(-)-β-(3:4-Dihydroxyphenyl)-α-methylalanine (Aldomet)

HALF A CENTURY WITH THE COMPANY: Mr. James Henderson, F.P.S. (assistant manager, T. & H. Smith, Ltd., Holyrood Road, Edinburgh) (left) congratulates Mr. Palmer Hunter on achieving fifty years' service with companies associated with Edinburgh Pharmaceutical Industries, Ltd. Also in the photograph are Messrs. E. Shippin (office manager) and Mr. S. G. Home, M.P.S. (Scottish Manager, T. & H. Smith, Ltd.).



Methysergide	1-(Hydroxymethyl)propylamide of 1-methyl-(+)-lysergic acid (Deseril)
Moroxydine	N-(Guanidinoformimidoyl)morpholine
Noracmethadol	α -4-Acetoxy-1:N-dimethyl-3:3-diphenylhexylamine
Oxyphenacyclimine	1:4:5:6-Tetrahydro-1-methyl-2-pyrimidinylmethyl- α -cyclohexyl- α -phenylglycollate (Naridan) is the hydrochloride; Daricon is the hydrochloride
Phenethyl alcohol	2-Phenylethanol
Sodium edate	Disodium dihydrogen ethylenediamine- <i>NNN'</i> -tetra-acetate
Stanozolol	17 β -Hydroxy-17 α -methyl-5 α -androstano[3,2- <i>c</i>]-pyrazole (Stromba)
Sucralox	A polymerised complex of sucrose and aluminium hydroxide (Manalox AS)
Sulphamethoxazole	3- <i>p</i> -Aminobenzenesulphonamido-5-methylisoxazole (Gantanol)
Triamterene	2:4:7-Triamino-6-phenylpteridine
Vinylbitone	5-(1-Methylbutyl)-5-vinyl-barbituric acid

N.P.U. Shop Project

RESULTS OF ACTIVITY SAMPLING

THE statistics resulting from the two-week period of activity sampling carried out during February at the pharmacy chosen for the N.P.U. National Pharmacy Modernisation Project (see C. & D., December 9, 1961, p. 635), have been analysed. The N.P.U. states a breakdown of the observations shows:—

ACTIVITY	PERCENTAGE TIME
<i>Retail</i>	
1. Selling goods—time spent with customers	20
2. Ordering goods	8
3. Putting away goods ...	4
4. Shop maintenance ...	4
5. Other activities—any activity concerned with the "retail" side of the business not covered by 1 to 4 above, e.g., bank visits, etc.	11
<i>Dispensing</i>	
6. Dispensing—all dispensing operations, the collection and handing out of prescriptions, telephone queries, etc.	19
7. Ordering drugs	1
8. Putting away dispensary goods	1
9. Dispensary maintenance ...	1
10. Other activities—any activity relating to dispensing not covered by 6 to 9 above, e.g., counting forms EC10	4
<i>General</i>	
11. No activity—including the time spent in going from one activity to another and when the staff is unoccupied	5
12. Absence—including absence for illness, tea breaks, etc.	22

If an allowance is made for tea and meal breaks, the percentage time lost due to absence is reduced to just over 4 per cent. A surprising feature brought to light by the survey is that in this busy pharmacy with a turnover near £20,000 per annum, the time spent on selling goods is lower than that anticipated, whilst the time spent in ordering goods is higher than might be expected. At first sight, the time lost by "absence" appears to be excessive, but when meal breaks, etc., are taken into account, it is more reasonable. An important feature is the time spent in "no activity" or "absence" (after making the allowance for tea breaks, etc.) which accounted for almost 10 per cent. of the time available, and which again is more than might be expected.

IRISH NEWS

THE REPUBLIC

Minister opens Factory

DANISH COMPANY'S DUBLIN VENTURE

A NEW factory built in Dublin for Leo Pharmaceutical Products, Copenhagen, Denmark, was opened by Mr. John Lynch (Minister for Industry and Commerce), on April 30. Mr. Lynch said that the campaign conducted by the State-sponsored industrial development authority had attracted 130 firms from abroad to take advantage of the Government's offer of remission of taxes on sales abroad. This was one of the first from Denmark. A research laboratory is being set up by the company in Dublin, to be staffed by Irish chemists.

THE NORTH

Scarce in Belfast

A RUN ON DETERRENTS TO SMOKING

PREPARATIONS designed to deter tobacco smoking are in short supply in Belfast owing to the recent demand for them, and many retail chemists are unable to obtain further supplies. One wholesaler said it was difficult to cope with spate of orders received. Said another, the demand for smoking deterrents was almost non-existent prior to publication of the recent report on smoking and health.

Ulster Chemists

SUCCESS OF COSMETICS COURSE

THE final lecture of the season for cosmetic assistants arranged by the Ulster Chemists' Association was held in Belfast, on April 10. Mrs. J. MacMillan (a beauty consultant of Revlon International Corporation) gave instruction in the care of the skin and demonstrated the use of cosmetics. On behalf of the Association, Mr. J. A. Brown (deputising for the president) expressed thanks to the speakers. He said that the series had been one of the most useful and successful enterprises the Association had embarked upon, and the Executive Committee were most grateful to the companies who had supported them. He thanked the assistants for their attendance and interest, which had greatly encouraged the organisers.

NEWS IN BRIEF

ON March 13 the retail price index was 118.1 compared with 117.6 in February (January 1956=100).

STOCKPORT Co-operative Society, Ltd., report £34,952 in pharmacy sales for the half-year ended March 26.

THE cost to the Bradford Health Committee of the recent smallpox epidemic in Bradford has been estimated at £18,000.

REPORTS reaching the World Health Organisation indicate that malaria will be eradicated from Europe by the end of 1962.

DR. D. W. J. Cruickshank has been appointed to the newly established Joseph Black Chair of Chemistry at Glasgow University.

THE prices of a number of drugs and preparations and appliances included in the Drug Tariff (Scotland) have been amended as from April 1.

THE Ministry of Health's free service for the vaccination of female calves against brucellosis [contagious abortion] commenced on May 1.

THE Council for Scientific and Industrial Research is to set up a steering committee, under the chairmanship of Dr. B. K. Blount, for the Laboratory of the Government Chemist.

THE Executive Council for Aberdeen has passed a resolution deplored that no effort was made by the Chancellor of the Exchequer in his Budget to reduce the 2s. prescription levy.

A GRANT of £2,625 has been made to the University of Nottingham for its pharmacy department by the trustees of the Fleming Memorial Fund for Medical Research.

OPIUM and heroin valued at over £700,000 were among contraband seized by Royal Navy security officers aboard H.M.S. Belfast off Honolulu recently. The ship was on a goodwill visit to San Francisco.

AN international symposium on analytical chemistry in honour of Professor Fritz Fiegl's seventieth birthday was organised by the Midlands Section of the Society for Analytical Chemistry in Birmingham from April 9 to 13.

THE Minister of Housing and Local Government has decided that the three Surrey districts of Caterham and Warlingham, Banstead, and Walton and Weybridge shall remain outside the proposed Greater London system.

AN exhibition of animal portraits by Wolfgang Suschitzky is being held at Ilford House, 133 Oxford Street, London, W.1, from May 10 until mid-June. It will be open daily 9.30 a.m. to 5.30 p.m. (Thursdays 7.30 p.m.); Saturdays 9.30 to 12.30. Admission free.

AN explosion that wrecked a bakery adjoining the premises of Mr. S. D. Davy, M.P.S., 18 Westow Street, London, S.E.19, on April 23, moved the connecting wall and reduced the contents of fixtures in the pharmacy to a "jammy mess" on the floor. Mr. Davy's shop window was blown in also.

SIR Nevill Mott, F.R.S. (Cavendish professor of experimental physics, University of Cambridge) has been appointed Rutherford Memorial Lecturer for 1962. He is to lecture in

Iganda, Kenya, Southern Rhodesia, Nigeria and Ghana later this year.

A CHEQUE for \$500,000 was handed to Dr. M. G. Candau (Director-General, World Health Organization) by Ambassador Roger W. Tubby (United States representative to the European Office of the United Nations) as a contribution to WHO's 1962 medical research programme.

MR. JOHN FARRER BARNES included in his Pharmaceutical Council election policy statement a sentence: "Whilst economic reverses resulting from ill-advised political action must be contested by all legitimate means, they must never be allowed to dull the individual and collective sense of responsibility that is the very foundation and justification of our privileges." Apologies are offered to Mr. Farrer Barnes for a mis-spelling in the statement as printed (*C. & D.*, April 14, 396), by which the sentence was robbed of its meaning. Late voters especially are asked to take note of the correction.

LOCAL OFFICERS

PHARMACEUTICAL SOCIETY

Blackpool Branch.—President, J. Thompson; Vice-president, J. A. Smith; Treasurer, M. W. J. Lamb; Assistant Secretary, Miss L. I. Anderson; Secretary, A. S. Smith, 65 Holmfeld Road, Blackpool (telephone: Blackpool 51532).

Isle of Wight Branch.—Chairman, W. Tait; Vice-chairman, C. L. Spencer; Treasurer, J. V. L. Richards; Secretary, W. P. Hogan, 35 Sandon Avenue, Newport, I.O.W.

Plymouth Branch.—Chairman, P. Cohen; Vice-chairman, C. Underhill; Treasurer, J. P. Fox; Social Secretary and Treasurer, L. Simpson; Secretary, A. G. M. Madge, c/o P.C.S. Pharmacy Office, Vauxhall Street, Plymouth (telephone: Plymouth 65854).

Newcastle and Northumberland.—Chairman, Mrs. J. Challons; Vice-chairman, J. Livingstone; Treasurer, L. R. Renwick; Secretary, R. Dickinson, c/o Mawson & Proctor, Ltd., Low Friar Lane, Newcastle-on-Tyne, 1. (Telephone: Newcastle 29751.)

LOCAL ASSOCIATIONS
Hull.—Chairman, N. S. Iddon; Vice-chairman, J. W. Booth; Treasurer, C. A. Hewitt; Secretary, J. McDonald, c/o 67 Porter Street, Hull (telephone: Hull 20374).

PHARMACEUTICAL COMMITTEES

County of London.—Chairman, H. K. Beck; Vice-chairman, I. H. Williams; Secretary, D. V. Smith, 233 Bank Chambers, 329 High Holborn, London, W.C.1 (telephone: Holborn 6563).

Middlesex.—Chairman, B. Boasten; Vice-chairman, T. J. Mapstone; Secretary, J. Anderson Stewart, 6 Southampton Place, London, W.C.1 (telephone: Chancery 8512).

PHARMACEUTICAL SERVICE COMMITTEE
Middlesex.—G. D. M. Lavin, T. J. Mapstone, J. H. Rowson.

SPORT

Golf.—MANCHESTER PHARMACEUTICAL GOLFING SOCIETY. The first meeting of the season was held at Sandiway golf club, Cheshire, on April 11. Four-ball Stableford competition. Results: 1, T. Williams and R. R. Jackson, 39 points; 2, R. Ogden and J. H. K. Park, 38 points.

ULSTER CHEMISTS' GOLFING ASSOCIATION. The annual match for the *Apothecaries' Cup* was held at Cliftonville golf club on April 15. The cup was won by the wholesale team (captain, T. Caven), who defeated the retail team (captain, M. Mooney), by three matches to two. Results: Wholesale, 1, D. Moncrieff, 37 points; 2, E. McCann, 33 points. Retail, 1, C. L. Gordon Rattie, 33 points; 2, G. Kennedy, 32 points. Captain elected for 1963: Wholesale, E. McCann; Retail, W. J. Moffett.

TOPICAL REFLECTIONS

By Xrayser

Cri de coeur

I have every sympathy both with the department responsible for the production of your price list and the manager of a wholesale distributor whose letter on p. 452 details the problems with which we all wrestle while Parliament goes into recess. A simple wave of a wand at Westminster has plunged all of us into stupendous effort. I sincerely hope that the points mentioned in relation to price lists will be seriously considered by manufacturers, and that in addition to the reforms asked for, they will also take steps to make their invoices readily understood by their customers. I have long since given up the unequal struggle of attempting to devise a filing system that will cope with documents varying in size from a postcard to that of a national daily newspaper, and many of the larger invoices suffer from that same disability mentioned by Mr. E. A. Dyer in connection with price lists, in that they consist of a series of numbers only as a means of identifying the goods. Like most other pharmacists, much of my time in the past week or two has had to be devoted to repricing, and in some cases the difficulties mentioned by your correspondent were found to be insuperable, for the price lists carried a number but the goods themselves did not. There was simply no means whatever of connecting the article with the list. Another reform urgently needed is for some means of identifying a size when there is no indication on the article to elucidate whether it is large, medium or small. No one would expect, in these days of constantly changing prices, that each article would bear a price, but there is the most urgent necessity for a clear statement of size, preferably standard for all goods, such as A, B and C.

The modern shop

To those of an older generation the special features in last week's issue dealing with shopfitting, lighting and heating must have awakened memories of earlier days. Many still reasonably active will remember when the pharmacy was illuminated by gas, and woe betide the many-thumbed apprentice who, at lighting-up time, plunged the taper into the heart of the incandescent mantle. In many premises, what little heat was given off by those same gaslights was the only heating the pharmacy possessed, and a prolonged spell of cold weather with a great deal of work in cold water—for a hot-water supply was unknown in most dispensaries—caused the young apprentice untold suffering occasioned by chilblains and frosted and chapped hands. One has only to add that the hours spent under such conditions amounted to a round of the clock (except on Saturdays, when as long as fifteen hours were spent in such Arctic temperatures) for it to be realised that youth was made of stern stuff forty or fifty years ago. The changes have come along gradually, so that one has scarcely noticed the vast improvements which have been made. I am sure that much better work results from an atmosphere of comfort than from conditions of absolute misery. I am sure, too, that your excellent articles dealing with modern shopfitting will encourage pharmacists to improve their premises. All I would ask is that, in so doing, they do not remove all trace of pharmacy from the public view.

The modern warehouse

The ideal conditions described and depicted in your illustrated article on pp. 447-48 show an equally astonishing development in wholesale distribution in pharmacy. Again I find my memory going back to the wholesale houses of my early days in pharmacy, where feeble gaslight illuminated a tableau of aproned workers knee-deep in straw, packing hampers of drugs under conditions which closely resembled a factory made famous as Murdstone & Grinly's. Outside, in the yard, there could be heard the sound of horses stamping on the cobbles, and chinking of the harness as a nosebag was shaken up, while in the office the clerks sat on their high stools and produced beautifully clear and easily understood invoices with the help of a steel pen. The clerical clarity and the lucidity are perhaps the only things in that inventory for which we need feel nostalgia.

Society as "Supreme Controlling Body"

SPECIAL MEETING AT BIRMINGHAM DEMANDS ACTION

BY 149 votes to 81, a special general meeting of the Pharmaceutical Society held at Birmingham on Sunday afternoon, April 29, passed a resolution calling upon the Council of the Pharmaceutical Society to take steps to become "the supreme controlling body" in all matters relating to pharmacy, "economic or otherwise."

The meeting had been called on the demand of forty-eight signatories to a requisition in writing in accordance with the by-laws of the Society. It was attended by members from places as far apart as Southampton and Newcastle.

The determination of the forty-eight signatories upon securing positive results was shown immediately the opening formalities had been completed, for MR. W. M. DARLING, ignoring a suggestion by THE PRESIDENT (Mr. H. G. Grainger) that discussion should first be allowed an opportunity of crystallising opinion, at once moved the main resolution, whose precise terms were:—

That it is the opinion of this meeting that the Pharmaceutical Society of Great Britain must take and act upon legal advice to become supreme controlling body in all matters relating to pharmacy, economic and otherwise. All present autonomous pharmaceutical organisations must become integrated sections of the Pharmaceutical Society of Great Britain.

"Jealousies and Rivalries"

Mr. Darling said that all pharmacists were members of the Society, yet they had allowed themselves to become divided into autonomous bodies, weakening their position and introducing jealousies and rivalries. The prime object of the movers of the resolution was greater co-operation, so that those autonomous bodies became integral parts of the Society. Their good work must, of course, be continued, but the full weight of the Society should be behind it. The legalities involved in achieving integration might be long and complicated, but the founders of the Society had achieved their ideal, and their example could be emulated. Four essential aims were that the Society should take an interest in economic matters, that the Statutory Committee should have wider powers of disciplining offenders, that the Society should have an over-riding authority over other pharmaceutical organisations, and that members should sink their individual interests for the sake of the profession as a whole.

The seconder, MR. G. W. HERDMAN, said that the Jenkin judgment had be-devilled action, and even the new Charter left the position undecided. The movers of the resolution had been informed by the secretary and registrar that possible courses were a new test case, the requisitioning of a new Charter, or the promotion of legislation specifically giving the Society the powers demanded. The resolution would establish that members wanted those powers to be exercised by the Council. If they were prepared to accept present

conditions, members could remain divided, but unity would enable them to fight with more certainty of success.

The resolution was the only method of showing the Council what members wished.

Statement by Registrar

As the resolution had been put, THE PRESIDENT asked Mr. Adams (registrar) to state the position of the Council in the matter at the present time. MR. ADAMS said that, when the subject had come up at the Branch Representatives' meeting in September 1961, a statement had been made on the general effects of the Jenkin judgment. The point of the resolution before the meeting seemed to boil down to whether members wished pharmacists to be penalised (fined, black-listed, etc.) for not carrying out limitations imposed on members. The direction in which members appeared to want such powers exercised was in relation to the National Health Service. When that Service was about to begin, many bodies had had an interest and had worked out policies for the new legislation, and the Society was at that time the focal point. The Society had then been actively engaged in negotiations over the National Health Service Bill, and no objections had then been raised to the rôle it played. But difficulties had subsequently arisen over terms and over the body to negotiate them. The contractors had represented that they should be the only negotiators on their own behalf, and the Minister had backed them, refusing to allow the Society to take part. At that time members of the Society had obviously, in another capacity, not wanted the Society to be a party to the negotiations. If today they wanted it, their remarks should be addressed to those other bodies.

One recent change was that he had been asked to "sit in" at meetings of the Central N.H.S. (Chemist Contractors) Committee. That was a form of liaison and, therefore, from the Society's influence point of view, the machinery was available. The way suggested in the resolution made difficulties because pharmacy covered a wide field, and some of the other bodies actually in existence included non-pharmacists, or persons whose interests were not identical with those of pharmacy. As a body of individual pharmacists the Society's activities were directed at benefiting persons holding the qualification, but the conclusion was inescapable that there were certain interests for which the Society could not act. For example, the Central N.H.S. Contractors Committee included representatives of corporate bodies, themselves divided between the Company Chemists' Association and the Co-operative Union. It was important to know specifically what the Society was to be asked to do. They could then take legal opinion and give an answer to members.

MR. R. CLITHEROW, Liverpool, asked whether the secretary could give a lead on possible actions by the Council, but Mr. Adams retorted that that was not the function of the meeting. The persons who had called the meeting should make known what they wanted.

MR. J. CHAYTOR, Coventry, asked whether the Society would try and get the Jenkin decision reversed, and MR. S. J. STARKEY, Coventry, declared that any profession was judged by the remuneration its members received. What members wanted was that their professional body should shoulder its responsibilities and control the remuneration of its members.

Legal Aspects

DR. THOMAS DEWAR (pharmacist, barrister and an examiner for the Society), who was asked to recount the legal restrictions that the Jenkin judgment had imposed, said that much of the judgment had already been reversed. Although a mixed society of masters and employees, the Society had been formed with the object of protecting those members who were in business as proprietors. That limitation had been rectified by Supplemental Charter but in four matters the Council was still denied intervention, namely regulation of the hours of business (though that could be investigated if members felt strongly about it); regulation of wages and conditions of employees as between masters and the Society (that could also be explored); regulation of the prices at which members sold their goods (that situation had already been taken out of the hands of the Society or of any chemists' organisation by the Restrictive Trade Practices Act); and finally the affecting of insurances for members (whether related to misdeeds of employees or to such things as fire and accident insurance). That situation could also be explored. It was important, however, that any legal adviser called upon to advise should be told precisely which of those four things members wanted. Any suggested actions in restraint of trade would need "very special powers" for, under the present legislation, they were by nature unlawful. There was, of course, no objection to the Pharmaceutical Society's making representations about the pay of any section of its members, such as the prison pharmacists, chemist contractors, etc.

MR. A. H. DYSON, Birkenhead, said that members wanted the Society to act on their behalf; they wanted a square deal from the Ministry of Health; they wanted the Society to help in preventing the rapid widening of channels of distribution of medicines; they wanted the Society to act in the interests of all its members; and they wanted the Society to put an end to the situation in which directors outside the profession could influence an essentially pharmaceutical situation.

MR. K. W. YOUNGS, Castle Cary,

Somerset, declared that the Society already had the necessary powers. Unfortunately certain sections of its members squealed when the Council proposed to use them. If every member of the profession were to play his proper part, then the Council and the Central N.H.S. Committee would be able to do all that was necessary. In view of the drastic step taken by members from Sunderland and neighbourhood to secure the special meeting, he would have expected clear and precise instructions from them as to what was wanted. He had come in the hope of hearing a whole sheaf of propositions, and he asked Coventry or Sunderland now to give a clear lead.

Attracting the Graduate

MR. H. C. MOORE, Walsall, said that the Society had made imaginative educational progress, but the feeling now was that it should make the profession fit for graduates to live in. He would like to see constructive proposals on such matters as limitation of pharmacies, and suggested that the Society could make liaison with the Ministry of Health to plan a comprehensive service for each district. The aspirations in the report on the General Practice of Pharmacy could then become fact.

MR. A. G. REED, Leeds, said the Council could easily include in the Statement Upon Matters of Professional Conduct a scale of fees and conditions under which its members should operate. The disciplinary committee could then be given powers to implement those conditions.

MR. E. H. BUTLER, Leicester, said that none would disagree that the first task was to obtain adequate remuneration for National Health Service work. The Society must take part in that. The next question was the sale of advertised medicines. At present manufacturers were dictating the position, and what they wanted was the widest possible distribution. The Government's policy was to remove resale price maintenance. Pharmacists' interest was that all medicine should be sold under the supervision of pharmacists, and that was also, he believed, in the interests of the general public.

MR. C. E. TURNER, Stoke-on-Trent, referred back to the National Health Service Act, which laid down that the Minister would negotiate with "any organisation representing the body of pharmacists." If, therefore, members wished to change their negotiators, no change in the Act was necessary. The main weakness was that the N.P.U. did not include 5,000 or more employees or pharmacist superintendents. It had certainly taken steps to form an associates' section, but he understood that only 500 replies had been received. All pharmacists were members of the Society, so there was a good case for the Society to be the negotiating body. Mr. Turner compared pharmacists' negotiating machinery with that of the doctors, dentists and opticians, and said that the important thing which those other professions had was the means of electing their own negotiators, who would report back to them. There was no corresponding control of members

of the Central N.H.S. Committee. He believed that the Council had at last realised the need for action, as shown by its calling the Branch secretaries together to discuss the relationships between the Council and its members, and by setting up a liaison committee with other bodies such as the N.P.U., A.B.P.I. and Guild of Public Pharmacists.

At that point MR. ADAMS dealt with various matters that had been raised. On limitation of pharmacies, he said the subject had never been taken seriously in this country because, whenever members came to investigate it, they appeared to be frightened off. The matter was discussed in the report on General Practice, which effectively disposed of the argument that the Society was not interested in the remuneration of its members. On fees, he said that until twelve months ago nobody had thought that the Society should be the body to deal with economic affairs. In the past twelve months the Council had looked into the question of fees and had been advised that it could draw up a scale. If the question of enforcing those fees were raised, the Council would need to have another look at the situation. The subject of distribution of all medicines through pharmacists had also been taken up in the report, and in its evidence to the Interdepartmental Working Party the Council had made that the main point of its representations. He disagreed with Mr. Turner's version of the negotiating bodies of other professions: all were governed by Whitley Councils.

Responsibilities of All Pharmacists

MR. S. E. MORGAN, Luton, declared that the motion had been presented out of desperation. It showed lack of logic. He agreed with the intentions of the movers, though for different reasons. Higher standards of behaviour and integrity were the only real lines of progress for pharmacists. Members could not expect and would not wish the Society to adopt some of the policies and methods appropriate to business organisations. If the Society were to come in to the N.H.S. negotiations, much of present practice would have to be challenged. He asked "Are we conscience-free about our professional claims?" For all medicines to be supplied only through pharmacies would be tantamount to a recommendation of those medicines by pharmacists. Mr. Morgan concluded that he believed the future of the profession was bound up with the success of the Branch system. Problems could not be shifted on to the men at the top, who could only work with the tools given them.

MR. G. URWIN, Newcastle, said the fact that so many were present that afternoon must convince the most apathetic member that a new spirit was alive in pharmacy. It was almost heart-breaking for some to feel that their house was so divided. The contributions from the floor that afternoon showed that members were completely dissatisfied about what was being done by the Council and with what their future was likely to be. If the motion were voted on, he asked, would the Society take

the legal advice, and would the Council ensure that the present autonomous bodies would become sections of the Society?

MR. GRAINGER intervened to say that it had already been pointed out that certain sections could not be integrated into the Society.

MR. NEVILLE BROWN, London, asked on a point of order to what extent the meeting could handle a resolution of which due notice had not been given beforehand. No copy of the motion, so far as he knew, had been circulated. The reply from the platform was that the meeting had been constitutionally called and could pass any resolution within the terms of the notice.

At that point of the meeting there was a clamant demand that the resolution should be put, and it was, with the result already mentioned.

A Scale of Minimum Fees

Two other resolutions were put before the meeting. Moving the first, MR. W. H. GREEN, Coventry, said that its supporters thought the N.H.S. negotiation procedures of the past fifteen years were not now adequate to ensure a reasonable income for the contractor. The resolution was therefore designed to open "a backdoor to Whitehall," so as to secure a reward that had been earned but not gained by pharmacists. The resolution was:

In conformity with the practice of other professional bodies the Pharmaceutical Society of Great Britain shall forthwith publish and impose a scale of minimum fees for dispensing and make approaches to the Minister of Health for these to be applied to National Health Service dispensing at the earliest opportunity.

The motion was seconded by MR. E. CREEDY, Coventry. After a number of contributions had been made by members, some of which MR. F. S. LEAPER, Southampton, described as "a lot of red herrings," Mr. Leaper said the aim of the movers of the resolution was not to down the Society but to ask it to integrate the membership. Although he supported Coventry and Sunderland in general, he thought they were getting down too soon to details. Unity should come first and the other matters would follow. The first need was for a better J.I.C. scale. The Council of the Society seemed to have lost sight of the fact that its members were half professional, half commercial, and that the second part was subsidising the first.

The motion was carried.

MR. CHAYTOR, Coventry, then said that, as a member of the branch that had originally sent the prayer to the Society about five months ago for a special meeting to be called, he considered that the publicity given to the meeting had been very poor, and moved the resolution:

When an extraordinary general meeting is called all members of the Pharmaceutical Society of Great Britain should individually and specifically be informed by letter in good time.

MR. GRAINGER pointed out that the notice given had been in accordance with the by-laws. The motion was carried

Pharmacy Students' Annual Conference

FULL AND VARIED PROGRAMME AT CARDIFF

STUDENTS from twelve schools of pharmacy participated in the British Pharmaceutical Students' Association's twentieth annual conference at Cardiff, April 16-20.

Subjects on the business agenda included proposals for the modification of the qualifying syllabus and for ensuring that pre- or post-graduate training was properly carried out in premises suitably equipped for the purpose. MR. P. HUGHES (Association secretary) proposed that retail pharmacies offering practical training should be registered as such with the Pharmaceutical Society, and that their equipment should be "of the standard outlined in the Pharmaceutical Pocket Book, 1960"; furthermore, that the student should be required to submit, at the end of the period of practical training, "a concise report to show that sufficient instruction has been given in the day-to-day problems of practical dispensing, record keeping, N.H.S. regulations, doctor/pharmacist/patient relationship, counter supervision and business management, to ensure an ethical and professional approach to pharmacy." Mr. Hughes added that, since the abolition of articled apprenticeship, students had not understood what they should expect during their training, and as a result the post-graduate twelve months had become regarded as a stopgap between the examination and registration. Though the major multiples provided training courses, conditions varied between different branches.

A Practical Snag

MR. M. COOKE, Square, strongly opposed the motion. "We have enough difficulty in finding a place to do our training," he said. Some pre-graduate students used the period as a means of obtaining a third advance-level pass.

MR. M. J. S. BURDEN, Leicester, considered that the proposal, if put into operation, could not antagonise "good" chemists. Being a second-rate counterhand was not a real form of apprenticeship. "If the Pharmaceutical Society demand a year of our time they should ensure it is put to useful purpose." Opposing, MR. M. EASON, Brighton, thought it up to the individual student to complain to the Society and request a transfer if the standard of training was inadequate. He said it was unnecessary for the majority of retail pharmacies to stock cachet machines, homogenisers and autoclaves—equipment listed, nevertheless, in the "Pocket Book." Inspectors visited pharmacies, and contractors' National Health Service terms of service required them to supply medicines and appliances with reasonable promptitude. Facilities therefore had to be reasonable.

After further discussion the proposal was adopted.

Debate on Retail Pharmacy

Consideration of the Report of the Committee on the General Practice of Pharmacy was restricted to a motion put by MR. P. SELDON, Cardiff, "that this conference is in favour of the limitation of pharmacies." He cited an instance of four pharmacies within 100 yd. of one another. "That cannot be to the public good," he said, "because it tends to bring down pharmacy to a customer-snatching business." He suggested that allocation of pharmacies to specific areas would make them more self-supporting from dispensing. MR. M. EASON, Brighton, rejected that argument. "Surely," he said, "the number of pharmacies in a given area is proportional to the business there. A pharmacist will not open a shop unless he can make a profit."

Referring to "the Report," MR. BURDEN said that if facilities in an area were not adequate "in quantity, quality and efficiency," the arrival of a newcomer would be all for the good.

However, the motion was eventually carried.

An innovation was the "conference address," given at the Welsh College of Advanced Technology by the president of the Society (Mr. H. S. Grainger). The president urged young pharmacists to take an active part in Branch life. "The fact that B.P.S.A. has so rapidly increased in strength and responsibility encourages me to think that, from your number, we shall find future leaders," he added.

Plans for the Profession

Mr. Grainger reviewed the present state of the profession and outlined "what we should be doing now in preparation for the future." He observed that only a small proportion of pharmacists were engaged in scientific and technological work. Though many pharmacologists were now "pharmaceutically based," few leading chemists were; it was disappointing also when a pharmacist who specialised in a specific subject such as microbiology ceased to regard himself as a pharmacist.

About 80 per cent. of pharmacists were in retail or hospital practice. There was nothing wrong or humiliating in retail pharmacy being a business as well as a profession. "The unfortunate aspect to my mind is that pharmacy forms only a minor part of the retail business." He believed there were too many pharmacies. With the opening of more "emporia" and self-service stores in main streets, the place of the private pharmacy might well be mainly in housing areas and suburban districts—"where the people live." The ideal establishment should be less a shop and more a well-stocked, efficient, modern dispensary. The *clientèle* should be regarded as patients rather than as customers, and there should be voluntary collaboration, even amalgamation, between the pharmacists in an area to provide an adequate service at all times.

The hospital service was still the one field where the pharmacist was fully engaged in professional work. If every pharmacist were to have a period of hospital experience, either as a post-graduate student or for a short time after registering, "it would engender an attitude of mind to the patient and to the service that would be to the credit of the profession and to the benefit of the public."

In conclusion, Mr. Grainger appealed to his audience to keep a lively interest in scientific advances. "A well-informed mind is its own reward and it does not matter whether there is a practical application immediately in your daily business. The trained and well-informed mind distinguishes the professional man from his fellows."

(To be concluded)



FIRST SHIFT AT NANTGARW: Slacking perhaps but enjoying every minute, these students have just emerged from a trip underground at a colliery outside Cardiff.

NEW PRODUCTS AND PACKS

Long-acting Miotic.—Samoore, Ltd., 60 Welbeck Street, London, W.1, are distributing in Britain a speciality Phospholine iodide (echothiophate iodide) manufactured by Campbell Pharmaceuticals, Inc., New York, U.S.A. The product is described as a potent, long-acting miotic for the management of the glaucomas and accommodative esotropia. It is understood to be a relatively irreversible inhibitor of acetylcholinesterase. Its indications are various glaucomas. Phospholine iodide is issued in vials of 6.25 mgm. with diluent to prepare 5 mils of 0.125 per cent. eye drops and 12.5 mgm. with diluent to prepare 5 mils of 0.25 per cent. eye drops.

Oral Hæmatinic.—Under the trade name Kelferon, M.C.P. Pure Drugs, Ltd., Station Wharf Works, Alperton, Middlesex, are making generally available the oral hæmatinic ferrous glycine sulphate, which has been in use in hospitals for some time. Kelferon tablets each contain 226 mgm. of ferrous glycine sulphate (equivalent to 40 mgm. of ferrous iron). The makers claim that the product provides good haemoglobin response and that gastrointestinal disturbance rarely occurs from its use. The dose is usually one tablet three times a day, but two tablets may be given for initial therapy in severe cases of iron-deficiency anaemia. The tablets are pale pink and sugar-coated and are supplied in packs of 100 and 1,000.

Antiseptic Cream.—Milton Pharmaceuticals, Ltd., 10 New Burlington Street, London, W.1, announce the availability of Milton-Aid, a versatile antiseptic cream so formulated, it is claimed, that its threefold action makes it of particular value in the prevention of nappy rash when used routinely. In addition to being easy to remove with warm water alone or with soap and water, Milton-Aid's smooth, soft consistency permits it to be applied with minimal discomfort to sensitive areas. The product is non-greasy, non-staining and is understood to assist healing. It is being promoted to nurses engaged in maternity and paediatric work in hospitals and local-authority clinics, and to the medical profession. The pack is a 1½-oz. cartoned tube, issued in a display outer.

Attapulgite with Neomycin.—Eli Lilly & Co., Ltd., Basingstoke, Hants, announce the introduction of a new speciality Atasorb-N brand of attapulgite compound with neomycin for the control of diarrhoea and the restoration of normal bowel function. Atasorb-N is claimed effective in the treatment of acute bacterial diarrhoeas due to organisms susceptible to neomycin, chronic non-specific ulcerative colitis, and other ulcerative lesions of the colon in which secondary infection is present. Each 30 mils of suspension contains 3 gm. of activated attapulgite, 0.9 gm. of activated attapulgite colloidal, 321 mgm. of neomycin sulphate (equivalent to 225 mgm. of neomycin base) and 300 mgm. of pectin. Attapulgite is a naturally occurring clay (hydrous magnesium aluminium silicate), which is activated by thermal treatment. Activated attapulgite is understood to have been

shown to be superior to kaolin in adsorbing toxins, bacteria and alkaloids. A proportion of the attapulgite is in colloidal form, further increasing the adsorptive properties of the product. Neomycin is included because of its broad spectrum of activity and its effectiveness against the majority of both Gram-negative and Gram-positive bacteria. The packs are bottles of 4 and 16 fl. oz. Atasorb brand attapulgite compound (without neomycin) is also available.

De-staining Cream.—Sole distributors of Stephen's Stain-Go, a tubed product for removing stains from the hands, are H. B. Dorling, Ltd. (a subsidiary of Macarthy's Pharmaceuticals, Ltd., Romford, Essex). Rubbed in before starting dirty work, Stain-Go is claimed to prevent grime from sinking deeply into the skin. Washed off with soap and water or damp cotton wool, it "cleanses the skin more thoroughly than soap alone can hope to do." Stain-Go is unperfumed. On holiday it is useful for taking off stains of tar and oil picked up from the beaches.

Stannous Fluoride Tooth-paste.—First dentifrice to be recognised by the American Dental Association as effective against tooth decay, Crest is being introduced into the United Kingdom through pharmacies and grocers' shops by Thomas Hedley & Co., Ltd., Gosforth, Newcastle-on-Tyne, distribution being at present confined to the Southern television area. The product contains up to 4 per cent. of stannous fluoride (Fluoristan) and calcium pyrophosphate together with formulating and flavouring agents. When it is brushed onto the teeth the active ingredients are stated to produce an acid-resistant film not only over the intact enamel but over any decaying "white spots" as well. The makers claim that, if used according to "normal brushing habits," Crest can reduce dental decay by 20-30 per cent. Tests are in progress to determine its added effect in areas where the drinking water is fluoridised. Crest slowly deteriorates on storage, but Messrs. Hedley consider unnecessary

any reference on the pack to shelf life. Crest is available in "standard" and "large" wax-lined tubes with plastic screwcap.

Four-purpose Cream.—Ambre Solaire Creme, a new speciality available from Golden, Ltd., Berkeley Square House, Berkeley Square, London, W.1, is a suntan beauty cream that is claimed to combine the benefits of an anti-sunburn lotion, suntan cream, protective cream and nourishing cream. It contains filtering ingredients that let through the ultra-violet rays—"the rays that tan"—while giving protection from the short-wave rays—"the rays that burn." Ambre Solaire Creme is non-greasy and does not stain, does not wear off in water, and contains moisturising ingredients that protect against the drying effects of sand, salt water and sun. The pack is a large tube.

"High Quality, Low Price."—The Rollershaver, a new dry shaver designed to capture the market for a high-quality low-priced product, has been launched by Remington Electric Shaver, 26 Kensington High Street, London, W.8. The Rollershaver combines the Remington "roller combs" with two twin shaving heads incorporating chevroned head cutters. The intention is to appeal to many potential users of dry shavers who hitherto have been deterred by the initial high cost of an electric shaver. Big shaving head (larger than that of many more expensive shavers), roller combs, and dual-volt (110/220 a/c) facilities are features that prompt the maker's claim that it is the finest dry shaver at its price on the market. A feature is the provision of plastic-covered foam pads on both sides of the shaver, permitting a firm, comfortable grip that reduces the risk of dropping and damaging the instrument. Cleaning is simply achieved by depressing the button on the side of the shaver, enabling the shaving heads to be removed. The Rollershaver is presented with cord and cleaning brush in a black plastic foam-padded case. It will be on sale from mid-May. Advertising and sales promotional support is planned for late summer.



The new Remington Rollershaver electric shaver of Remington Electric Shaver, Ltd., 26 Kensington High Street, London, W.8. At right: "Try-it-yourself" shaver display. The display provides pre-shave lotion, after applying which the customer picks up the shaver and begins shaving (an electrical cut-out is located in the base of the display). Shave over, the customer replaces the shaver and the motor stops. The mirror is adjustable and shaving instructions are given on the side of the display. As a precaution against theft, all shavers supplied with the units are fitted with special leads that cannot be pulled out. The unit is equipped with lighting, incorporated behind the Remington name panel. Size: 18 x 17 x 6½ in.



TRADE NOTES

Trial Sachets.—Lilia-White (Sales), Ltd., Welwyn Garden City, Herts, are offering twenty-four twin sachets of Golden Babe baby-bath with every twenty-four bottles of the product ordered [corrected note].

Tablets at Low Prices.—Dev Products, Holywell Trading Estate, Watford, Herts, are offering aspirin, codeine compound and A.P.C. tablets at keen prices with a special 5 per cent. discount on orders received before May 31.

To Distribute in Irish Republic.—Farbenfabriken Bayer, A.G., Leverkusen, Germany, are to distribute their products in the Irish Republic, and have appointed Atlas Wholesale, 10 Henry Place, Dublin, their agents.

Counter Satchels.—A new Certor four-coloured holiday satchel by Macdonald & Son, Ltd., Portland Mill, Ashton-under-Lyne, Lancs, designed for the holiday season is printed in four bright colours on bleached kraft paper.

Discontinued.—So soon as existing stocks of Compocillin-V oral suspension (hydrabamine penicillin-V, Abbott) are exhausted the product is being discontinued by Abbott Laboratories, Ltd., Queenborough, Kent.

Distribution Change.—Lever Brothers and Associates, Ltd., St. Bridget's House, Bridewell Place, London, E.C.4, are now distributing all the products previously sold by Croftfields (CWG), Ltd., Hudson & Knight, Ltd., and Lever Bros., Ltd.

An Additional Strength.—William R. Warner & Co., Ltd., Eastleigh, Hants, have made available a 10-mgm. tablet of Saroten (amitriptyline) as well as the previous 25-mgm. tablet. The 10-mgm. size is intended for elderly or adolescent patients requiring smaller doses. The packs are bottles of fifty and 500.

U.S. Manicure Products.—George Spencer & Son, Ltd., Kynance Place, Gloucester Road, London, S.W.7, have been appointed sole distributors in the United Kingdom for the Trimal products of Trimal Laboratories, Hollywood, 38, California, U.S.A. The products are a range of home manicure products.

New House Mark.—Duncan, Flockhart & Co., Ltd., 16 Wheatfield Road, Edinburgh, 11, have adopted the new housemark shown bringing them into relationship with the marks of the other members of the Edinburgh Pharmaceutical Industries, Ltd., group.

Transfer of Manufacture.—Southon Laboratories, Ltd., Western House, Gravel Hill, Bexleyheath, Kent, have taken over the manufacture, marketing and invoicing of all medical capsules, including Menoroids, previously made and marketed by Crown Capsule Co., Ltd. Future orders for those products should be sent to Messrs. Southon at Western House, Gravel Hill, Bexleyheath, Kent.



Distributor in Ireland.—Smith Kendon, Ltd., 132 Borough High Street, London, S.E.1, have appointed Mr. M. J. Murray, M.P.S.I., 43 Charlemont Street, Dublin, 2, Eire, their agent for the Republic of Ireland. Mr. Murray will be responsible for the full range of Smith Kendon products, including Cyphoids, glucose confectionery, medicated pastilles, and the Skels diabetic range.

Fire at Factory.—The premises of André Philippe, Ltd., 71 Gowan Avenue, London, S.W.6, were completely gutted by fire on April 26 and customers and friends are asked to show forbearance at unavoidable delays in dealing with orders and correspondence. New premises are being sought and every effort is being made to meet demands with as little delay as possible. The company acknowledge with appreciation many offers of assistance from the trade.

Margins Increased.—Because retailers need higher margins to enable them to meet constantly increasing costs, Vine's Biocrin, Ltd., 222 Harrow Road, London, W.2, manufacturers of Biocrin hair and beauty products, have decided not to reduce retail prices following the Budget. Products affected include Biocrin shampoos, scurf lotions, Kalorafill hair dressings, Litto hair preparations, Oatine beauty creams, Surama medicated cigarettes and Tintona hair dyes.

Five Shillings for the Seller.—On every Sunbeam Shavemaster electric shaver sold by a stockist between May

1 and June 30 the salesman making the sale receives 5s. on receipt of the customer's guarantee card by the manufacturers, Sunbeam Electric, Ltd., Nerton, East Kilbride, Glasgow. If, during the period, four or more cards bearing the same salesman's name are received by the company, a further 5s. for each sale is being sent. The offer applies only on sales of models XS and XSM.

Distributors in Northern Ireland.—E. Sallis, Ltd., Vernon Works, Basford, Nottingham, have appointed S. Haydock & Co., Ltd., 21 Corporation Street, Belfast, 1, to be the sole distributors in Northern Ireland for the company's surgical elastic hosiery (Eesiness, Eesilite, Eesimesh, Eesinet and Nyfine). Ample stocks will be held in Belfast, and special arrangements have been made whereby elastic hosiery to individual measurements can be supplied within 2-3 days.

Bonus Offers

MARKETING FACILITIES, LTD., 197 Lyham Road, London, S.W.2. Night tan. Bonus offer has been extended to May 31.

MERCK SHARP & DOHME, LTD., Hoddesdon, Herts. Tyrozets throat lozenges 6 doz. tubes invoiced at 12½ per cent. discount. Till May 12.

INFORMATION WANTED

The Editor would appreciate information about:

Florhyd, Ltd. (present address)
Proxinal
Donic forte capsules

AGRICULTURAL CHEMICALS

Additional list of approved products

THE Agricultural Departments of the United Kingdom announce that the following products have been approved under the Agricultural Chemicals Approval Scheme (see C. & D., March 31, p. 340).

Insecticides

ENDOSULFAN LIQUID FORMULATIONS: Thiodan (Murphy Chemical Co., Ltd.).

KELTHANE LIQUID FORMULATIONS: Kelthane 20 (Murphy Chemical Co., Ltd.).

Fungicides

DINOCAPI WETTABLE POWDERS: Crotodane (May & Baker, Ltd.), Crotodane (Plant Protection, Ltd.).

MANEB WETTABLE POWDERS: Murphy maneb (Murphy Chemical Co., Ltd.).

NABAM POWDER FORMULATIONS: Dithane A-40 (Pan-Britannica Industries, Ltd.).

ORGANO-MERCURY COMPOUNDS FOLIAGE SPRAYS: Phelam (Murphy Chemical Co., Ltd.).

ZINC-ACTIVATED P.E.T.D.: A zinc, polyethylene thiuram disulphide complex for the control of

potato and tomato blight, WETTABLE POWDERS: Boots' potato blight spray (Boots Pure Drug Co., Ltd.).

Herbicides

DICHLORPROP LIQUID FORMULATIONS: Hormatox (Baywood Chemicals, Ltd.).

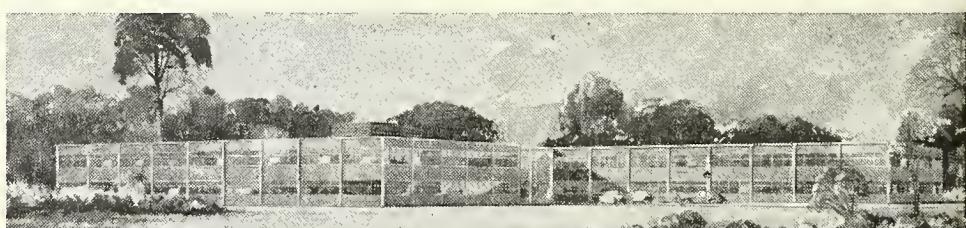
DINOSEB (DNBP) AMINE SALT FORMULATIONS: Farmon DNBP (Amine) (Farm Protection, Ltd.).

DINOSEB FORMULATIONS IN OIL: Products specifically formulated for the destruction of potato haulm and simultaneous control of certain weeds in the crop: Atlas emulsifiable DNBP potato haulm killer (Atlas Preservative Co., Ltd.), Marks DNBP potato haulm killer (A. H. Marks & Co., Ltd.).

ENDOTHAL WITH PROPHAM: A residual herbicide mixture for use pre-emergence in sugar beet, to control many germinating annual weeds.

LIQUID FORMULATIONS: Murbetex (Murphy Chemical Co., Ltd.).

MECOPROP POTASSIUM AND SODIUM SALT FORMULATIONS: Farmon P (Farm Protection, Ltd.), Fletcher's Mecoprop CMPP 32 (Sam Fletcher, Ltd.).



NEW ADMINISTRATIVE HEADQUARTERS: An artist's impression of the future United Kingdom administrative headquarters of John Wyeth & Brother, Ltd., now being built at Taplow, nr. Maidenhead, Berks. The main two-story block, due for occupation early 1963, will house executive and general offices, with reception and conference rooms in an adjoining wing. That wing will eventually form the link between the offices and an Institute of Medical Research to be built in the near future. The site of the building is near the new M4 link road and was originally part of the Huntercombe Manor estate.

LEGAL REPORTS

Altered Prescription

AFTER pleading guilty to a charge of attempting to obtain 150 tranquilliser tablets by means of a forged prescription, Mr. Ernest Smith, 26 Hartington Cottages, Staveley, Derbyshire, was sentenced to six months' imprisonment at Chesterfield magistrates' court recently. It was alleged by the prosecution that Smith had altered a prescription in an attempt to obtain three times the quantity of the tablets prescribed, and that he had been getting prescriptions for drugs from a number of local doctors. He had been having medical treatment for some time and he was alleged to have changed doctors when a doctor made an attempt to restrict his supply of drugs.

Action to Maintain Price

COLEMAN Romain, Ramsgate, Kent, recently gave an undertaking not to resell any goods sold by Winthrop Group, Ltd., Phillips, Scott & Turner division, at prices below those appearing in the retail price lists of Winthrop Group, Ltd., Phillips, Scott & Turner division. C. Romain, Ltd., Ramsgate, also executed under Seal a similar undertaking in favour of the same manufacturers. Coleman Romain and C. Romain, Ltd., trade as R. Cole, 2 Chatham Street, Ramsgate, Kent. Price cutting, by the traders concerned, of the products of the Phillips, Scott & Turner division, was the cause of those undertakings being sought and obtained under section 25 of the Restrictive Trade Practices Act, 1956.

Interim Price Injunction

AN interim injunction restraining Supa-Save, Ltd., Southend-on-Sea, from selling house gloves below the price fixed by the manufacturers, Playtex, Ltd., 17 Stratton Street, London, W.1, was granted in the High Court, London, on April 17. The judge said that Messrs. Playtex fixed the retail price of the gloves, known as Playtex living gloves, at 6s. 11d. per pair. They complained that Supa-Save, the directors of which Messrs. Peter and David Keddie were also directors of a department store, had sold, or threatened to sell, the gloves at 5s. 11d. per pair. Supa-Save contended that the gloves they were proved to have sold had been acquired before they had had notice of the fixed-price condition. Even if that was so, said the judge, it was clear that that condition had been brought to their notice by a representative of Messrs. Playtex, and that Mr. Peter Keddie had told the representative that he was not prepared to co-operate in enforcing the condition. Mr. Keddie had threatened, moreover, to continue selling the gloves at a cut price. Playtex, Ltd., were therefore entitled to an injunction until trial of the action, or further order.

A Gesture of Dissatisfaction

DISSATISFIED with recent cuts made by the Minister of Health in fees paid to chemists for National Health Service dispensing, Mr. Vivian Henderson, M.P.S. (director, V. A. Henderson, Ltd., Eastfield Road, Dronfield, Derbyshire), altered National Health Service prescription forms. He appeared at

Renishaw, Derbyshire, magistrates' court on April 30, and was alleged to have told a Derbyshire Health Executive official that he altered amounts on three prescriptions with a view to recovering income lost due to recent cuts. "This was an expression of my dissatisfaction, a mere gesture," he said. "The cuts were unfair and discriminated against the small man." Henderson pleaded "guilty" to attempting to obtain a total of 12s. 10d. from the Health Executive by means of forged prescription forms and was fined £15. Supt. William Hutchinson said the forgeries were discovered by officials at the Pricing Bureau who noticed that alterations from 10 to 16 ounces had been made in ink different from the doctors' original figures. When seen by Mr. Cyril Lucas (deputy clerk to the Executive Council), Henderson said in all he had altered about 20 prescriptions but had realised what a "stupid and petty thing" he had done and tried to withdraw them. He searched through 1,094 forms but failed to find the three which were the subject of the charges. For the defendant it was stated that Henderson forged the forms in a mixture of "illness and annoyance." If the twenty prescriptions had been passed he would have made only £1. Henderson, "A perfectly respectable citizen and shopkeeper," had nothing to say in court.

COMPANY NEWS

Previous year's figures in parentheses

ASPRO-NICHOLAS OF IRELAND, LTD.—Mr. Norman McConnell has been appointed sales director.

P. P. PAYNE & SONS, LTD.—Net profits of group for 1961 were £70,730 (£136,490) after depreciation of £52,906 (£43,841). Ordinary dividend, 20 per cent. (unchanged but paid on old capital).

BRITISH ALKALOIDS, LTD.—Subject to audit, profit for the year ended March 31 is £38,463 (£37,016) after all charges including U.K. taxation of £43,600 (£35,400). Ordinary dividend for year 4·8d. (4·5d.) per 5s. share.

DISTILLERS CO. (BIOCHEMICALS), LTD.—Mr. E. J. Farrar has been appointed director responsible for research, development and production following the retirement of Mr. E. Gill from the board. Dr. C. N. Brown has also been appointed to the board.

AMERICAN CYANAMID CO.—Sales and earnings for the first quarter of 1962 were the highest for any three-month period in the company's history, Dr. W. G. Malcolm, chairman of the board and chief executive officer, reported at the company's annual meeting in the United States. First quarter earnings were \$17,226,000 or 81 cents per share (\$12,176,000 or 57 cents per share). The previous record of \$16,536,000 or 78 cents per share was achieved in the first quarter of 1960. Sales for the three-month period reached \$170,268,000 (\$148,183,000). While gains were registered generally, sales of Lederle pharmaceuticals "were significantly higher than last year."

UNITED GLASS, LTD.—Group trading profit fell from £2,020,834 for

the fifty-three weeks to January 7, 1961, to £1,669,108 for the fifty-two weeks to January 6, 1962, after depreciation and other charges totalling £651,818 (£642,112) and including investments and other income of £55,859 (£38,931). The net profit is down from £1,015,268 to £929,175, after a tax charge of £700,558 (£966,191). Ordinary dividend for the year is 15 per cent. (same). A surplus on realisation of trade investments of £471,885, which derives mainly from a capital distribution on shares held as a trade investment and the subsequent sale of the whole of that investment, has been placed to capital reserve.

THE BRITISH DRUG HOUSES, LTD.—Mr. Geoffrey Eley (chairman) reports that the 1962 group turnover has shown some improvement on 1961, but "with the constant erosion of margins it is unusually difficult to make any worth-while forecast of results." Group sales rose by 7½ per cent. to a record £11·7 millions in 1961. The company's margins are moderate and held in check by keen competition, he says, and pressure on them from rising costs must give cause for concern. The parent's costs for salaries and wages rose by £123,500 in 1961. The increase was absorbed but to do so presented "no little strain." In his statement accompanying the accounts for 1961, Mr. Eley tells members the directors are satisfied with the collaboration that has been building up with Mead Johnson & Co. since the agreement was signed last year, and they remain of the opinion that the partnership has exceptional growth potential. Reporting on the position of the company's oral contraceptive, Mr. Eley says the directors are not yet certain that the optimum formulation has been achieved, and in the circumstances he does not feel able to put a probable date to their reaching a decision on marketing. They had certainly hoped to have made more rapid progress, he adds, but "we have great responsibilities and must live up to them. Although we are not alone in the oral contraceptive field we retain full confidence in the future of our product." As reported April 14 (p. 394), group net profit for 1961 was £319,424 (£262,568) and the dividend is maintained at 16 per cent.

BUSINESS CHANGES

W. ASTON & CO., LTD., removed to 63 Chapel Road, Worthing, on April 19 (from 49 Chapel Road).

THE Nottingham office of the Export Credits Guarantee Department has moved to Equitable House, Old Market Square, Nottingham.

THE telephone number of Du Pont Co. (United Kingdom), Ltd., 76 Jermyn Street, London, S.W.1, is now Trafalgar 7090.

THERMOS, LTD., are transferring all their remaining departments at Leyton to Ongar Road, Brentwood, Essex, on May 7. (Telephones: Brentwood 3404 and for trunk and STD callers Ingrebourne 40084.)

CLAY & ABRAHAM (RETAIL), LTD., have removed to Sun Alliance Building, 30 Exchange Street East,

Liverpool, 2. The company's Tithebarn Street branch has been closed and the businesses transferred to Exchange Street East.

SOUTHON LABORATORIES, LTD., are removing to Howbury House, Thames Road, Crayford, Dartford, Kent, on May 18. Telephone: Crayford 25586 (unchanged).

MR. A. M. GRANT, M.P.S., has acquired the business of the late S. E. Birkumshaw, trading as Birkumshaw & Co. (Rayleigh), 31A High Street, Rayleigh, Essex.

BOOTS PURE DRUG CO., LTD., Nottingham, state that Mr. H. J. Fraser has taken over the duties of general sales manager from Mr. W. K. Oliver who has resigned. It is understood that Mr. Oliver's resignation is the outcome of a dispute with the board over the company's domestic sales policy. The company subsequently denied that any major change in that policy was planned.

Appointments

ARNOLD & SONS (BASILDON), LTD., Honywood Road, Basildon, Essex, have appointed Mr. R. G. Atkinson to a new post of general manager.

PERSONALITIES

MR. FINLAY WALLS (a senior executive of the plastics division of Imperial Chemical Industries, Ltd.), has been elected chairman of the British Plastics Federation.

MR. BRENDAN R. SMITH, M.P.S.I. (secretary of the Irish Drug Association) has been elected president of the Irish Trade Protection Association, Ltd., for the coming year. The honour paid to Mr. Smith in his election is a tribute to the growing importance of executive pharmaceutical chemists in the commercial life of Ireland. Mr. Smith was also appointed by the Minister for Industry and Commerce in March to be a member of the Prices Advisory Panel, representatives on which consist of nominees of the Federated Union of Employers, the Federation of Irish Industries, Ltd., National Farmers' Association, Federation of Trade Associations and other bodies.

OVERSEAS VISITS

MR. GEORGE SPENCER (chairman of George Spencer & Son, Ltd., London, S.W.7), is flying to New York on May 5 for a meeting with John H. Breck, Inc. He will afterwards spend some days in the Eastern States, including Washington, before flying to Los Angeles, whence he will go to Honolulu, Hawaii, to meet the Breck distributor of that State. Mr. Spencer will then proceed to Japan, Hongkong and Singapore, returning to London via New Delhi.



MARRIAGES

KNOWLES — JENKINSON. — At St. Michael's Church, Bracewell, Skipton, Yorks, recently, Roger Knowles, M.P.S., 247 Gisburn Road, Barnoldswick, via Colne, Lancs, to Kathleen Jenkinson, Barnoldswick.

TAYLOR — ROWE. — At St. Paul's Church, Birkenshaw, Bradford, Yorks, on April 23, Keith Francis Taylor, M.P.S., 89 Westfield Road, Heaton, Bradford, to Sylvia Rowe, East Bierley, Bradford.

DEATHS

COATES. — On March 19, Mr. Thomas Henry Coates, M.P.S., 33 Seabank Road, Southport, Lancs, aged ninety-five.

DELAHUNT. — On April 16, Mr. Henry Delahunt, M.P.S., 126 Hoe Street, London, E.17, aged fifty-two.

FURBER. — On October 1, 1961, Mr. Robert Arthur Furber, M.P.S., 19 Avenue Road, Dorridge, Solihull, Warwickshire, aged eighty-six.

HAMNETT. — On April 10, Mr. Arthur Edmundson Hamnett, Strathclyde, Pinfold Hill, Ballabeg, N. Lonan, Isle of Man. Mr. Hamnett qualified as a chemist and druggist in 1909.

HASLAM. — On March 25, Mr. Edward Marsden Haslam, F.P.S., 76 Grosvenor Street, London, W.1. Mr. Haslam qualified in 1904.

HEWLETT. — On April 12, Mr. Vivian Charles Hewlett, a former chairman of C. J. Hewlett & Son, Ltd., manufacturers and wholesalers, Watford, Herts. Mr. Hewlett, who was educated at Charterhouse, the University of London and in France, like his father and grandfather before him, qualified as a pharmaceutical chemist in 1903.

He joined the family business of C. J. Hewlett & Son in 1901 and was appointed a director in 1908. He was elected chairman in 1924 and remained in that office until his retirement in August 1959, when the company became a wholly-owned subsidiary of A.B. Astra, Sweden. Since early in the 1914-18 war, when he served in the R.N.V.R., Mr. Hewlett had maintained his association with Dover, and had lived there in his retirement. The funeral service was held at St. Mary's Church, Dover, on April 17, and the cremation took place at Barham.

OLIVER. — On April 1, Mr. John Oliver, "Priestley," Felixstowe, Mr. Oliver qualified as a chemist and druggist in 1896.

SCOTT. — On April 19, Mr. David Scott, M.P.S., Netherknowe, Ancrum, Jedburgh, Roxburghshire, Scotland, late of 35 Don Street, Riddrie, Glasgow. Mr. Scott qualified in 1920.

SHAW. — At Banbury General Hospital on May 1, Mrs. Agnes Marie Shaw, M.P.S., Coniston House, Diddington, Oxford. Mrs. Shaw, who qualified in 1926, was in partnership with her husband, Mr. G. E. Shaw, M.P.S., in Ashford, Kent, from 1933 until 1955. She was a past-chairman of the East Kent Branch of the Pharmaceutical Society.

TOMLINSON. — On April 26, Mr. David James Tomlinson, M.P.S., 87 Station Road, Woodhouse, Sheffield. Mr. Tomlinson, who qualified in 1944, had been ill for several months. He is survived by a widow and three young children. *Mr. W. F. Patterson* (secretary, Sheffield Branch of the Pharmaceutical Society) writes:—David Tomlinson was an active member of our local branch committee and a past-chairman of the Sheffield Pharmacy Club. He was extremely popular with his medical and pharmaceutical colleagues and had a keen business mind. His clear thinking and wise comments will be greatly missed in our deliberations.

THORNTON. — On April 19, Mr. William Joseph Thornton, M.P.S.N.I. (see *C. & D.*, April 28, p. 449). *Mr. H. W. Gamble, O.B.E.*, writes:—News of the sudden death of Mr. W. J. Thornton came as a great shock to his many friends. Of late he had not been enjoying the best of health though he invariably made light of any indisposition. My friendship with Mr. Thornton goes back more than thirty years. As an assistant I had the pleasure of working for him and appreciating his kindly spirit. In his younger days he was very interested in athletics and proved himself an above average sprinter. He also played rugger as a wing-threequarter. The lessons he learned in those activities he never forgot, and throughout his life treated everyone in a sporting manner. He made friends easily and at any function by the Society he was always present accompanied by a large party. Perhaps what struck me most about him was his devotion for Mrs. Thornton and his children. He was happiest when they were around him. His younger son qualified as a pharmacist in 1957 and his success and entry into business with his father were a source of great pleasure to the latter. Mr. Thornton took an active part in the East Down Chemists' Association and it was largely this connection that prompted him to stand for election to the Council of the Society on which he has served for the past six years. While he held office he proved himself to be keen and conscientious. Although not one who went out of his way to seek the high position, once elected he carried out his duties to the satisfaction of all. Our heartfelt sympathy goes out to Mrs. Thornton and the members of her family.



Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Impossible for Filing

SIR,—How much dafter can they get? Now the EC10 has to be mucked about so that it is impossible to store them or sort them in a standard filing cabinet! Either someone has gone stark raving bonkers or else we are being deliberately sabotaged. Which-ever way it is we just can't win!

R. D. GAIGER,
North Cheam

Through Retail Channels

SIR,—Cutlery, cups and saucers, milk coolers, hair brushes and a host of other merchandise can be obtained direct from makers of cornflakes, washing-up liquids, etc., by sending three box tops and 2s. 11d. Isn't it refreshing to find a manufacturer who insists that his merchandise is channelled through the normal routes, with no loss of profit to the retailer, and who has obviously gone to considerable trouble to ensure that retail outlets are not offended. Yes, I shall certainly support the offer to obtain a vacuum-ware food jar for 25s. Thank you, Mr. Dewar!

G. BIRD,
Welwyn Garden City

Deserved?

SIR,—On Monday last I complained to the representative of Chesebrough-Pond's, Ltd., that Lewis & Burrows, Ltd., were cutting the prices of Vaseline shampoos and Pond's cream (they had announced that in a half-page advertisement in the local paper, covering a wide area). Also involved were Style home perms, so a complaint was duly sent off to Messrs. Hudnut, too. Both firms seem to be doing something about it, but the point is that in both cases I was told that I was the only one from this large area who had complained. Don't we deserve, indeed, all that is coming to us?

RICARDO

Public Relations

SIR,—I notice in my morning paper every day there is a letter supporting the wage claim of the nurses, often backed up by articles and photographs. Even physiotherapists, radiologists and many ancillary crafts are getting a good Press. From pharmacy there is always silence. Either the majority of pharmacists are quite content with their professional remuneration, or we have put our trust in a public relations officer who has fallen down on the job. So far the only effort I have noticed has been an interference in our internal election. Surely pharmacy can, indeed must, afford a P.R.O. who will produce some results.

C. R. THEWLIS,
Middlesbrough

Bizarre

SIR,—As a member of that lowest species of humanity, a retail pharmacist, I am conditioned to reading the weekly trade journals and hanging my head in

shame at the error of my ways. Having perused the April 7 C. & D., I feel I must write and thank you for having given me a jolly good laugh. On p. 365 Xrayser continues the usual treatment with scathing remarks about pharmacies looking like bazaars, and the outside cover of the same issue carries a full-page coloured advertisement for hairnets! I had been wondering how Xrayser thought we could meet expenses while we waited for professional recognition—it is quite a comfort to see that you, too, have to balance the budget.

C. SYKES,
Ilkeston

Notifying Price Changes

SIR,—Having at last waded through the endless pile of papers giving new prices of many products caused by the purchase tax changes, I most heartily endorse the points made by Mr. Dyer in the April 28 issue of the C. & D. (p. 452), especially points 1 and 2. There were a few manufacturers who indicated in some way the products which had altered in price. However, the bulk of the leaflets had no clear indication and in two or three instances the whole list was found to contain only two or three alterations out of twenty or more. As Mr. Dyer says, these changes make extra work for sales managers but with a little more consideration on their part the extra work for hundreds of wholesalers and retailers alike would be lightened.

ALAN STARR, Manager,
W. H. CLEMENT (RADSTOCK), LTD.,
Radstock, Somerset

Drug Prices

SIR,—What is the motive behind the policy which the multiples are pursuing with regard to drug prices? I was asked by a customer the other day if I could fill a Winchester with liq. paraffin, B.P., for 6s. 2d., which is the price charged by one of the multiples. Needless to say, I declined. The present Drug Tariff price for liquid paraffin is 11s. 11d. per gall. At the price named by the customer the transaction would show a profit of 2½d. Instances such as this are, I maintain, directly responsible for the present situation between pharmacy and the Minister of Health. Every private retailer should decide not to sell the company's products, which have insidiously found their way on to our shelves, not only for dispensing, but for counter sales.

B. POTTS,
Bournemouth

Iron Therapy

SIR,—In his defence of the price of Feospan Spansules (C. & D., April 21, p. 425) the marketing director of Smith Kline & French Laboratories, Ltd., uses the same old threadbare argument which "ethical" manufacturers have been using for years to defend high prices. If his reasoning is sound it follows that all retail chemists should

immediately buy a new £6,000 Rolls-Royce because it is the best car in the world and if one keeps it long enough it "only costs twopence a day." That is obviously absurd, but equally absurd is £9 12s. for 1,000 iron capsules, Spansules or no Spansules.

R. J. HAYHURST,
Nelson, Lancs

SIR,—Mr. Lowans may have simplified his case, but Mr. Hodson surely protests too much. While it is true that a case, albeit not proven, can be made for the slow-release drug and the Span-sule type of formulation it is difficult to see how anyone can disagree with Mr. Lowans's remark: "with so many superb iron preparations on the market." May I refer your readers to a recent issue of *Prescribers Journal* for an authoritative summary on the use of iron in the prevention of iron deficiency.

F. G. FLEMING,
Northampton

Are Buying Groups the Answer?

SIR,—Mr. Keith Brooker's letter (C. & D., April 21, p. 425) surely provides some food for thought. Many pharmacists are, like myself, adopting an ostrich-like attitude in steadfastly refusing to cut prices. We endeavour to feature and push the sale of chemist-only competitive lines and relegate the nationally advertised lines to the background. Whether the policy pays is doubtful. For example, our sales of Fruvita have nowhere near compensated for the fall in sales of Ribena. How much would we gain in customer goodwill and lose in profits were we to sell Ribena, Lucozade, Andrex, Delsey, Robinson's barley water, etc., etc., at prices that are advertised almost daily by the supermarkets and chain grocers? The small grocers are trying to compete by forming buying groups in conjunction with who'salers. Is a similar scheme for pharmacy feasible or desirable? Who can answer?

R. W. WHITEHEAD,
Norwich, Norfolk

Enthusiastic Pharmacists

SIR,—On April 29 I was fortunate enough to be able to attend the special meeting of the Society at Birmingham. Fortunate in that this was a most stirring experience, to find that there are so many pharmacists who have so much enthusiasm; somehow a better pharmacy, and one for the pharmacist, can and will be achieved. The saddening feature of the meeting was that the members of Council left Mr. Adams and the president to face all the criticism, none of them being on the platform. One can only guess who, and which, of the members of Council were present, as only one appeared to hold any opinions, also neither our M.P. secretary nor those members of Council who were absent deemed the meeting as worthy of apologies for their absence. I hope that there will be more such

meetings. Pharmacy is not a five-day profession, nor one that can be easily left, and Sunday meetings are the only way in which maximum attendance can be obtained.

T. DARKE,
South Shields

Two Forces

SIR.—Mr. Brooker (*C. & D.*, April 21, p. 425) and Mr. J. Sharpe (*C. & D.*, April 7, p. 374), represent the two forces which are pulling at pharmacy today. Mr. Brooker represents purely commercial interests, and he is not concerned—and I can see no reason why he should be—with the standing of pharmacy as a profession. Nor is he concerned whether a pharmacy itself should appear as some sort of professional establishment or merely a supermarket. He is a sales manager and his job is simply to increase sales. If this means plastering his windows with cut-price signs—then that is what has to be done, and who is to say him nay? Mr. Sharpe is a pharmacist, a keen and energetic Branch secretary. He is very much concerned with the standing of pharmacy as a profession and he is concerned with the appearance of his pharmacy. That is not to say he is not concerned with increasing his business turnover. He is—every bit at much, and possibly just as effectively, as Mr. Brooker. The whole process is approached in a different manner entirely. This is the battle which has to be fought between commercial interests and pharmacy, and woe betide pharmacy if the Brookers win and the Sharpes lose.

H. GREEN,

London, N.W.11

P.S.—I omitted to point out that if every one of us cut prices Mr. Brooker would not show his 80 per cent. increase.

Backing to the Hilt

SIR.—The time for the Society's Council election is upon us once again and it is with no small interest that I read of the aims and objects of those worthy pharmacists who are standing for the election. The successful candidates will have to devote considerable time and energy in the discharge of their particular duties as Council members and I feel it only right that we, the rank and file, should try to appreciate the spirit behind their desire to serve us and our profession, and to thank them for all their future efforts. However, I wonder what will happen to their ideals when they come into contact with the "die-hards" of Bloomsbury Square? Will they continue to burn brightly in the pharmaceutical cosmos or will they, like many comets, just burn themselves out trying to reach those exalted heights. For many years we have seen "bright lads" elected to the Council and before long they become indoctrinated with the particular soporific atmosphere which seems to be part and parcel of the Council. May I, as just a humble member, ask that our newly elected representatives speak their minds and I know that all of us will back them to the hilt. The prospect of the repeal of price maintenance is the most deadly

thing that we retail pharmacists have had to face, and that, coupled with the menace of the Minister of Health, will mean Carey Street for many worthy pharmacists. The time for plain speaking and action is now, and not when we are faced with the prospect of putting up the shutters on our pharmacies.

R. F. MITCHELL,
Exmouth

Others Please Note

SIR.—Following the example of our Walsall colleague, I have written to our local Member of Parliament giving him my January 1962 prescription figures compared with those of 1961. The enclosed article in the *Lancashire Evening Post* (Wigan edition), dated April 17, is the result. Perhaps it would be a good idea for other chemists to follow suit.

EDWARD MAGRAW,
New Springs, Lancs

[The article reads: "PRESCRIPTIONS DROP IN WIGAN BEATS MINISTER. Daily the number of National Health Service prescriptions dispensed by Wigan chemists drops—and Health Minister Mr. Enoch Powell said today he did not know why. In a letter to Mr. J. T. Price, Labour M.P. for Westhoughton, the Minister reveals that, in January, the number of prescriptions made up in the town dropped by 22·8 per cent. This is almost double the national decrease since the 2s. drug charge was introduced 13 months ago.

'The monthly figures for Wigan ranged from a decrease of 7 per cent. in June to one of 22·8 per cent. in January 1962, and the corresponding range for England and Wales was from 4·7 per cent. to 11·9 per cent,' wrote Mr. Powell. He added: 'I cannot offer any explanation why the reduction in Wigan for January 1962, was so much greater than the reduction in December (15·7 per cent.) . . .' Mr. Price told me he took a very serious view of this revelation because it pointed to the fact that an increasing number of his constituents were being driven to go without professional treatment.]

Panaceas

SIR.—It is becoming increasingly obvious that all advertising material—and especially television advertising copy—for "patent" medicines should be compulsorily submitted to the Pharmaceutical Society for its approval before publication. Only in that way will the present spate of exaggerated claims for over-priced and over-glamourised placebos come to an end. The latest and most blatant example comes from Messrs. Phillips, Scott & Turner, who sent me a broadsheet which assured me that their product Hedex will be advertised at least fifty times on Southern television during the next six months. Hedex is said to be formulated specially for headaches, and to be pretty well infallible, and free from side-effects. It contains an analgesic widely prescribed by doctors. As I am only a pharmacist, however, I am not told what this panacea is. They are so sure that it will sell that they propose to send me 2 doz. packets unless they hear from me to the contrary! Doubtless this product, soon after its national launch, supported by pharmacists, will be as freely available in Woolworths, supermarkets and fried-fish shops as

Coldrex. Could the special formula be paracetamol 0·5 gm? If so, there's always Panadol which so far, although it has not appeared on the telly, hasn't appeared in a fish-shop either.

E. W. MORLEY,
Southsea

SIR.—In the present rat-race by certain manufacturers to exploit the unqualified market, the lowest level has now surely been reached. When Panets were made available to unqualified traders there was a loud outcry, supplemented by the smug voice of Bayer Products who made certain that everybody knew that Panadol was first in the field and was still "Chemist Only." Now comes the new analgesic Hedex from Phillips, Scott and Turner, announced by means of an impressive broadsheet, which carefully refrains from giving the formula. Pharmacists should be aware that Hedex consists of 0·5 gm. of paracetamol; that Messrs. P.S.T. will sell their product anywhere; that, together, P.S.T. and Bayer Products comprise the Winthrop Group, and obviously work hand-in-glove, though each might deny that. In other words, Hedex is Panadol, and this is an attempt to have the best of both worlds. Retail pharmacists foolish enough to assist in the launch of Hedex should at least be aware of what they are doing. My own advice is to refuse to stock Hedex and to consider carefully whether support for Panadol can now be maintained.

W. A. BEANLAND,
New Romney

SIR.—Your readers may be interested in a letter which I have sent to Phillips, Scott & Turner, manufacturers of Hedex.

TODAY I received by post 2 x 1 doz. Hedex, also display material relative to Hedex. I did not order Hedex. I do not want Hedex. I shall not stock Hedex. If this consignment of goods has been addressed to me in error—kindly investigate and readdress. If, as I assume, it has been sent to me to induce me to keep and add to my selling lines. I still do not want, nor do I approve of, Hedex. Out of curiosity I examined the contents of the package and I read the very attractive pack and am at first pleased until I note that Hedex contains: 500 mgm. of paracetamol (N-acetyl-p-aminophenol) formulated specially for headache—and headache alone. Now I already stock and sell Panadol, made by Bayer Products division of Winthrop Group, Ltd., which also contains 0·5 gm. of N-acetyl-p-aminophenol: "suitable for rheumatic and arthritic pains, headache, toothache, sinusitis, period pains, etc., colds and influenza." [Hedex: sixteen tablets to retail at 2s. 3d. Panadol: twelve tablets to retail at 2s. 3d.] How, Sirs, can I justify my "honesty-of-purpose" attitude to my customer by selling such a product? Panadol is already established in the public mind because they are intelligent enough to be able to read what has been prescribed by a doctor. I think, too, that they are also intelligent enough to interpret 0·5 gm. as 500 mgm. Maybe they will be intelligent enough to ask what have rheumatic and arthritic pains, toothache, sinusitis, period pains, etc., colds and influenza done to Hedex? Why has the poor old headache been singled out for special treatment? If they do ask, I cannot think up any special answer that would satisfy them, or me. In fact, if I think about this much longer, I shall probably develop a headache—and shall take a tab, codein, co. Kindly ask your representative to call and collect this consignment of goods, or send a stamped addressed label for return of goods.

M. J. TERRY,
West Moors, Dorset



The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at
28 Essex Street, Strand, London, W.C.2

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

TELEPHONE CENTRAL 6565

AND Act Upon?

THE by-laws of the Pharmaceutical Society are specific about the convening and conduct of special general meetings of the Society, but say nothing about their powers. The Royal Charter of 1843, which states: "General Meetings and the Council shall have the entire direction and management of the same Society" and "at all General Meetings and at Meetings of the Council the Majority of the Members present having a right to vote thereat respectively shall decide upon the matters propounded to such Meetings," would therefore appear to stand unmodified, except as provided in clause 13 of the Supplemental Charter of November 13, 1953, which states "That the Council shall direct and manage the affairs of the Society and may exercise and perform all the powers and duties of the Society except as to such matters as are by this Our Charter or by the by-laws directed to be transacted at or by a general meeting of the members." ["Such matters" have to do with the amendment of the Society's Charters.]

It follows that the resolutions carried at the special general meeting of members of the Society held at Birmingham on April 29 (see p. 480) are, within their limited field, as binding—provided they are put forward as requiring a Charter change—as if they had been arrived at within the Council chamber. That they should have such commanding importance must be a matter of regret for those who deplore the unruly and even offensive behaviour of a small minority of those present at the meeting, whose flouting of the chair and of the accepted courtesies of a meeting conducted according to accepted canons suggested that they have something to learn about democratic processes. That, however, is the status of the meeting as we see it.

But it is one thing to be under instruction to act and another to be able to carry out the instruction. The really deplorable aspect of the special meeting, at least to our way of thinking, was that the movers of the main resolution were deaf to any information given from the platform and insensitive to any readiness to modify the wording of the motion in the light of it. To have rejected advice after considering it would have been understandable, and as ourselves more usually critics of the Council than its defenders, we could not have objected and might even have sided with the "rebels." We are unable to share their disregard of the facts, as put by Messrs. Adams and Dewar. The most insuperable of those facts appears to us to be that in no circumstances could the Pharmaceutical Society be the

"supreme controlling authority" over a body which, like the Association of the British Pharmaceutical Industry or the Central N.H.S. Committee, includes representatives of non-members of the Society within its membership.

No objection could have been raised, moreover, to an instruction to the Council to take legal advice on how its powers could be extended into the economic sphere, and then to report back. That would have been reasonable enough, and might have proved more productive than Messrs. Adams and Dewar seemed prepared to admit. But an instruction "to act upon" advice that has yet to be given, and to do so without reference back to members of the Society, seems to us the height of unwise, even if the advice were capable of being translated into immediate clear-cut action. That, both on our observations of the nature of legal advice in general, and from the special factors of the existing situation in pharmacy, we believe to be an impossibility. The legal advisers can only say: "If you want this, you must take one course of action, but if you want that, then the other." The decision will still remain to be taken by somebody, whether the Council or the membership. Our guess is that any Council, facing an experience such as the outcome of last Sunday's meeting, will want, before dashing into action, to be sure of support greater, numerically, than carried the resolution on that occasion.

Our recommendation to the Council would certainly be that, taking a tip from the third resolution passed at the meeting, they should first call another general meeting of members, taking care that every member was individually notified of what was involved.

An International Achievement

INTERNATIONAL disagreements figure largely from time to time in the national Press, yet examples of co-operation, even when they have achieved outstanding results, are often overlooked or reported in a minor key. It is unlikely, therefore, that the Estimated World Requirements of Narcotic Drugs in 1962 (H.M. Stationery Office, price 7s.) will rank main-news prominence in the world Press. Nevertheless the estimates system is a key factor in the international control of narcotics, and the publication of the annual estimates, and later amendments, reflects the high degree of international co-operation that the international Drug Supervisory Body has achieved since it was established.

The object of the estimates system is to limit the manufacture and regulate the distribution of narcotic drugs. In order that the control may be operated, each Government is requested to furnish, for each narcotic, details of stocks held, and estimated requirements during the year. The statistics are collated and examined, and the Drug Supervisory Body draws the attention of the Governments concerned to estimates that do not appear to reflect legitimate requirements. The latest published estimates show that the vast majority of annual supplementary or revised estimates are carefully drawn up. In some instances the world total of estimates for 1960 were closer to world production than ever before. The total estimate in respect of morphine for the year dealt with was 128.5 tons, and actual production 120 tons. The codeine estimate was 115 tons and production 104 tons. For pethidine the estimate and production figures were 19 tons and 15 tons respectively, whilst the cocaine estimate was 2.5 tons against a production of 1.3 tons.

The Supervisory Body rightly points out that, though there was an overestimate for cocaine which, when expressed as 48 per cent., appears large, the amount represents the sum of a great many smaller estimates.

In spite of its achievements in accurate estimating, the Drug Supervisory Body remains critical of the criteria adopted by some authorities when preparing their estimates. It points out that some Governments are content to reproduce figures that, in the main, expressed the requirements of commercial firms, instead of reflecting the conclusions those Governments had arrived at on the basis of the needs of clinical usage and research work. The problem of balancing commercial aspirations with responsibilities to communities is not a simple one, and the achievements of the Drug Supervisory Body merit high praise.

Overseas Trade in Pharmaceuticals

WITH United Kingdom exports of drugs, medicines and medicinal preparations during March at the record peak of £4·6 millions, the total for the first quarter reached £12·2 millions, about £140,000 more than for the corresponding period of 1961.

In releasing the March trade figures for the country's exports as a whole, the Board of Trade mentions that the decline in exports to the sterling area which characterised trading in 1961 seems to have come to an end, mainly through increased shipments to Australia. That trend is certainly seen in the drugs and medicines shipped to Australia, the value in the first quarter being at £1,269,849, about £200,000 more than in January-March 1961. On the other hand sales to Nigeria in the first quarter at £588,377 were down by a similar amount. The Irish Republic was second only to Australia sales during March being valued at £214,232, bringing the total for the quarter to £630,410. Exports to Canada showed satisfactory progress, but those to the United States lost ground. Exports to most European countries, particularly to Western Germany, were higher in the quarter than in the first quarter of 1961.

EXPORTS						VALUE
						£
Drugs, medicines, medicinal preparations (total)	...	...	...	...	...	4,601,678
Vitamins	...	...	...	...	...	217,888
Penicillin in bulk	...	...	...	...	...	177,085
Penicillin injections	...	...	...	...	...	134,630
Penicillin tablets, ointments	...	...	...	...	...	125,252
Antibiotics other than penicillin	...	...	...	...	...	690,505
Alkaloids	...	...	...	...	...	159,620
Aspirin	...	...	...	...	...	99,834
Anæsthetics (excluding ether, chloroform and ethyl chloride)	...	...	...	...	...	75,176
Antihistamines	...	...	...	...	...	73,295
Antipaludics	...	...	...	...	...	90,145
Barbiturates	...	...	...	...	...	46,795
Ointments and liniments	...	...	...	...	...	157,742
Insulin	...	...	...	...	...	24,694
Hormones	...	...	...	...	...	175,444
Sulphonamides, prepared	...	...	...	...	...	95,319
Proprietary medicines	...	...	...	...	...	1,270,590
Unclassified medicines	...	...	...	...	...	937,659
Glycerin	...	...	...	...	...	96,220
Acetone	...	...	...	...	...	45,566
Citric acid	...	...	...	...	...	68,814
Essential oils, natural, excluding turpentine	...	...	...	...	...	113,355
Sulphonamides, unprepared	...	...	...	...	...	95,291
Perfumery and toilet preparations						
Lipstick, face powder, etc.	...	...	...	...	...	257,023
Dentifrices	...	...	...	...	...	191,613
Toilet soaps	...	...	...	...	...	293,806
Synthetic detergents	...	...	...	...	...	682,488

	IMPORTS	VALUE
	£	£
Vitamins	...	33,789
Antibiotics	...	106,345
Alkaloids	...	74,225
Proprietary medicines	...	85,875
Unclassified medicines	...	180,860
Borax	...	122,357
Iodine	...	44,926
Menthol	...	38,583
Essential Oils:		
Bergamot	...	23,096
Citronella	...	29,692
Clove	...	2,878
Geranium	...	12,741
Lavender	...	7,590
Lemon	...	165,609
Orange	...	26,164
Peppermint	...	55,382
Unclassified	...	238,649

Student Discussions

ALTHOUGH the numbers of students who attend the annual conferences of the British Pharmaceutical Students' Association (p. 482) remain regretfully small, the Association itself is once more gathering strength after a period of near self-annihilation. It can now boast a fair-sized membership, and has evolved a clear and responsible statement of policy. That students should be able to voice their opinions on matters in which they are directly concerned, whether in college, on the sports field or during their practical training and early professional life, is right. Those who attended this year's conference were fortunate in being able to discuss many relevant problems with the president of the Pharmaceutical Society.

MEDICAL ABSTRACTS

RETINAL DAMAGE FROM CHLOROQUINE

Two cases of retinal damage following chloroquine medication are reported by Ormrod, from Kent County Ophthalmic and Aural Hospital, Maidstone (*Brit. med. J.*, 1962, **I**, 918). Both patients were undergoing long-term treatment for skin complaints and were taking 400-500 mgm. daily. The author points out that corneal changes resulting from the systemic use of chloroquine are common but reversible; retinal damage, on the other hand, may lead to permanent impairment of vision. An editorial comment on the ophthalmic side-effects of drugs in general mentions thioridazine, chloramphenicol and quinine (in large doses) as being potentially retinotoxic also.

HORMONES IN RHEUMATOID ARTHRITIS

If the inflammation of rheumatoid arthritis cannot be controlled by other means, hormonal therapy is often tried, using either subcutaneous corticotrophin or an oral corticosteroid. Savage and others (*Lancet*, 1962, **I**, 232) report from the West London Hospital that adrenal stimulation by the one and replacement therapy with the other do not necessarily have the same consequences or the same side-effects. 213 cases of severe active rheumatoid arthritis were studied during eleven years. Dyspepsia and bruising were found to be commonest in those on corticosteroids and hypertension with those on corticotrophin. Seventeen patients on long-term corticosteroids, twelve on long-term corticotrophin and nineteen controls were tested with Metopirone for pituitary reserve. Fifteen of the first group but only one of the second were found to have no pituitary reserve. All the controls had pituitary reserve. An intact pituitary-adrenal axis facilitates withdrawal of hormonal therapy. The authors comment that that probably explains the relative ease with which corticotrophin can be discontinued in contrast to the steroids.

PHARMACEUTICAL MANUFACTURERS' DINNER

"Three items of unfinished business"

DURING a speech at the annual dinner of the Association of the British Pharmaceutical Industry held in London on April 25, MR. H. W. PALMER (president) referred to three matters of major importance which "in a greater or lesser degree," he described as "unfinished Association business." The first would not begin until the Government took the decision to enter into the Common Market. Since the coming into effect of the Stockholm Treaty in 1960, the Association had debated issues facing industrial pharmacy with its colleagues in the Outer Seven. Through the Pharmaceutical Industries' Association (PIA), contact had been made with the respective body in the Common Market, known as Le Groupement International de l'Industrie Pharmaceutique des Pays de la Communauté Economique Européenne, known generally as "Le G.I.P." The exchanges had, however, been at arms' length and without immediate common objectives. On the assumption that the government's initiative was successful and the United Kingdom entered the Common Market, the Association would be required to play an increasingly important part in the deliberations of an enlarged organisation. Mr. Palmer said "Let us hope that at least one outcome of this, of the first importance to the future of pharmaceutical industry in Western Europe, will be the establishment, by co-operation between industrialists and governments, of a patent law valid throughout the Common Market that will secure to the inventor a proper measure of protection and a just and adequate reward for the effort and resources devoted to research. At the same time there is a need for proper safeguards against any possible inflexibly monopolistic exploitation of such advantages as may be conferred by statute law. I believe this Association to be well placed to play an important part in the development of this work and further believe it essential that it be carried through to a successful conclusion even if—which I hope will not be the case—the Government's initiative to enter the European Economic Community fails of its full effect."

Defence Against Criticisms

The second item of unfinished business was the defence of the industry against ill-informed and unreasonable criticism. Mr. Palmer said "We have during the past few years had more than our fair share of such comment, and the removal to the House of Lords of some of our more vocal critics seems to have done nothing to improve the accuracy of their documentation." It had recently been suggested that manufacturers were so bent on maximising their profits that they had rushed products on to the market without adequate consideration of the results of pharmacological and clinical trials. Nothing was further from the truth. The standards of integrity and the responsibility that British manufacturers set themselves was among the highest



Dr. D. E. Wheeler
President, 1962-63



Mr. Phillip Mair
Vice-president, 1962-63



Mr. J. W. Wigglesworth
Half a century with the industry

existing anywhere in the world. There was not a member of the Association who did not fully appreciate the real responsibility that rested on him for the proper assessment of new drugs before sale and for the maintenance of constant vigilance for unseen side effects.

Stake in the Health Service

The third piece of unfinished business to which he wished particularly to draw attention was the common interest all had in the future of the National Health Service in Britain, an interest that extended to its quality as well as its cost. There was a great danger that the Service might become the almost casual victim of vast impersonal pressures, rather than the object of enthusiastic co-operation between all its component parts to sustain and improve the quality of the service rendered to the nation. Too great a concentration upon tangible rewards tended to be destructive and to distract attention from the important issue: the improvement of the output and quality of the National Health Service. Mr. Palmer continued "I am sure that I speak for the whole of the Association of the British Pharmaceutical Industry when I say that in this matter we are as conscious of our duties as of our deserts. We shall welcome, and where appropriate participate in, any initiative leading to the establishment of better understanding and closer co-operation between all those who have a contribution to make to the proper and timely treatment of the sick."

MR. GRAHAM HUTTON, O.B.E., the principal guest, said that, as an economist, he did not think the recent Budget would spark industries off to greater achievements, investments, research or other developments that economists called "growth." Nor did he think that it would make industrial relations better. Leading British and Continental pharmaceutical houses had long been in creative competition with each other, not only in research and sales, but also in that "costly and important before-and-after sales service that all good pharmaceutical manufacturers must furnish to their professional public, their customers and consumers." Not many industries provided such services or had to pass their products through such stringent tests. He was sure that com-

petition was going to become keener both in the home and export markets, and that led him to consider the things with which he was concerned with as an economist—advertising, publicity, information services, sales, selling and their costs. The pharmaceutical industry had a great impact on public authorities, the medical profession, and on the technical or professional Press. It was right and proper that the industry should communicate to public authorities, doctors and other medical experts the comparative merits of their products. Doctors criticised the amount of literature sent to them, yet they demanded their professional freedom to judge the comparative competitive merits of products and treatments. How were they otherwise to learn of what the industry was producing? A little more publicity about the extent and cost of the industry's research effort as a whole would not come amiss. It was time medical practitioners, pharmacologists and pharmaceutical manufacturers got together to examine what could be done to improve safeguards, spread technical information and eliminate redundant or other undesirable operations, without taking away from the industry its vitally necessary competitiveness, and its dynamic enterprise. If the industry clearly and patiently did a good job of explaining its problems, kept its temper in trying times, and dealt straightforwardly with public authorities and associated professions, it would accumulate public goodwill at a pleasing rate.

At the end of the formal proceedings, MR. R. TAYLOR referred to the presence of Mr. J. W. Wigglesworth, "a most charming member of the Association," who was celebrating that day the fiftieth anniversary of his presence at the formation of the Chemists' Supply Association that later became "betrothed to the Drug Club" and produced that virile offspring, the Wholesale Drug Trade Association, the forerunner of the present association. He asked members to stand and toast "Wiggle." MR. WIGGLESWORTH, in reply, said the toast was something he would appreciate always and carry with him to the end of the road!

Annual Report

The annual report of the Association published on April 26 records that there

are 155 members of the Association of whom seventy-three are concerned with standard drugs, sixty-six with medical specialities, thirty-one with veterinary products, sixty are pharmaceutical wholesalers and 104 are listed on the Association's export register. The Association has been pressing for the waiving of Foreign Office fees on legalising documents that have to be submitted to foreign governments in connection with the health registration of pharmaceutical products. Representations have been made by the Association against the proposed Canadian regulations requiring the inspection of and approval by Canadian inspectors of exporters' laboratories and factories. The Associa-

tion anticipates that exports of finished pharmaceutical products to Pakistan are likely to dwindle in the same way as those to India in past years.

When dealing with Common Market problems the annual report states that more important than tariffs as barriers to trade with the Continent are the restrictions imposed by health control and registrations systems that tend in many cases to favour local manufacture.

Officers

The following officers have been appointed for 1962-63:—*President*, Dr. D. E. Wheeler; *Vice-president*, Mr. Phillip Mair; *Treasurer*, Mr. G. T. Morrison.

N.P.U. EXECUTIVE Local organisation to be reviewed

A MEETING of the National Pharmaceutical Union Executive Committee was held in London on April 17, Mr. C. Orrell in the chair. An *ad hoc* Committee comprising the chairman, vice-chairman, treasurer and Mr. J. Reed was formed to consider the N.P.U. local organisations and to report back to the Executive Committee.

The following reply was reported received from the director of Sound Broadcasting, British Broadcasting Corporation, to a letter in which the secretary of the N.P.U. expressed concern about a cost price for multiple-pack dressings having been given by "The Doctor" in a radio programme as a retail price:—

"Thank you for your letter of March 29 drawing my attention to the mistake made by the doctor in his broadcast last Wednesday about the price to the public of the "No. 1 Multiple Pack Dressing." We are very sorry for any inconvenience caused by this oversight and have arranged for a correction to be broadcast at the end of the doctor's talk in 'Today' on Wednesday of this week."

The B.B.C. subsequently telephoned to inquire what the approximate retail price would be. It was felt that, as contact had now been established with the B.B.C., there was every chance that in the future similar errors might be avoided.

Arrangements were made for the annual meetings of the National Pharmaceutical Union, Chemists' Defence Association, Ltd., and Chemists' Sickness and Provident Society to be held at the Connaught Rooms, Great Queen Street, Kingsway, London, W.C.1, on the morning of May 31.

The arrangements for the conference of N.P.U. Branch Representatives to be held at the Connaught Rooms, Great Queen Street, at 2 p.m. on May 31 were confirmed. It was agreed that the main topic for the conference should be "N.P.U. Marketing Policy."

Associates' Section

The future of the proposed Associates' Section of the N.P.U. was discussed at length. It was agreed that the initial response from over 500 pharmacists justified further efforts to establish the section. The pharmacists who had indicated that they were interested in the formation of an Associates' Section

would be contacted with a view to arranging meetings at centres in different parts of the country.

The special bonus terms offered by S. Maw, Son & Sons, Ltd., to N.P.U. members were confirmed. Details of the range and bonus terms are to be published later.

It was reported that Golden Babe disposable napkins were being offered

to housewives by laundries to be supplied direct with the weekly delivery. It was agreed to make a strong protest to the manufacturers.

The Committee welcomed the decision by the manufacturers of Gevaert films to increase the retail discount on all negative films to 40 per cent.

Details were given of the premium offer currently being made by Heinz, Ltd. The original arrangements for the premium offer had been amended so that the jars were now to be made available only through regular trade channels. The modified scheme was a great improvement on the original and provided some protection for the retail trade.

Authority was given for the production of a new set of product price cards for issue to members later in the year. The issue was being made so soon as possible when prices had stabilised again following the Budget. The cards would be in the same form as before.

A request for the formation of a new N.P.U. branch in the South Shields area was received. It was agreed that, if sufficient local support was forthcoming in the area, a formal application for branch status would be favourably considered by the Committee.

P.A.T.A. QUARTERLY MEETING Resale price maintenance activities pursued

THE quarterly meeting of the council of the Proprietary Articles Trade Association was held in London on April 12, the president (Mr. T. Marns) in the chair.

At a luncheon that preceded the meeting there were present as guests of the Council, Messrs. W. R. Cutler (deputy chairman and treasurer, Proprietary Articles Trade Association of New South Wales, a past-president of the Pharmaceutical Association of Australia and New Zealand and of the Pharmaceutical Society of New South Wales, and a present member of the N.S.W. Pharmacy Board), R. H. Jeffreys (sales manager, A.E.I.-Hotpoint, Ltd.) and Commander C. Powell.

The PRESIDENT referred to the absence, through illness, of the Association's treasurer (Mr. R. G. Dyas) to whom the Council expressed wishes for a speedy and complete recovery.

The SECRETARY reported that, during the past quarter, the Association had continued its routine price-maintenance activities on behalf of members. Representations by letter had been made on behalf, and at the request, of thirteen manufacturer members whose products had been the object of price cutting, and a number of promises of price adjustment had been received from the traders concerned. Investigations on behalf of manufacturer members had been carried out in London and the provinces, about 375 visits having been made.

The council was reminded that, in February, Chesebrough-Pond's, Ltd., had been granted in the High Court an injunction against China Craft (South Shields), Ltd., and that undertakings-under-seal had been given by a provincial trader to the Phillips, Scott &

Turner division, of Winthrop Group, Ltd.

The council adopted unanimously the recommendation of the executive committee that the subscription to the retail section should be increased to 21s.

The council noted that the President of the Board of Trade had stated in Parliament on March 8 that he could not say when he would be able to make a statement on the results of the retail price maintenance fact-finding inquiry undertaken by his officials, and that Lord Mills had indicated in the House of Lords, on April 10 (see *C. & D.*, April 14, p. 394) that it was not possible to say when the Government would be in a position to make a statement.

A report was received on the recent activities of the Resale Price Maintenance Co-ordinating Committee, and the Council expressed approval of the work undertaken.

The SECRETARY reported on the recent move of the Association's offices to Premier House, 150 Southampton Row, London, W.C.1, and on the successful negotiations that the Association's surveyor had conducted with the agents for the University of London in respect of 43 Gordon Square.

An application from Ridley (Wholesale Chemists), Ltd., Carlisle, for membership of the wholesale section was accepted.

It was agreed to hold the next meeting of the sections and full Council on July 12.

N.H.S. STATISTICS

In ENGLAND during October 1961, 15,460,446 prescriptions were dispensed (10,767,962 forms) at a total cost of £1,541,476,026. Average cost per prescription was 99·7d.

N.H.S. Accounts 1960-61

REPORT BY THE AUDITOR-GENERAL

EXPENDITURE by hospitals on drugs and dressings increased from £7.36 millions in 1949-50 to £15.74 millions in 1960-61. The average cost per in-patient-week for drugs and dressings in acute non-teaching hospitals operating the full departmental costing system had increased in the four years to 1960-61 from £1 0s. 3d. to £1 4s. 3d. Sir Edmund Compton, Auditor-General, commented on those statistics in his report published with the National Health Service Accounts, 1960-61, England and Wales (H.M. Stationery Office, price 3s. 6d.).

He states that from time to time since 1955, the Ministry of Health had drawn the attention of hospital authorities to the increased expenditure on drugs and dressings, and had suggested various means by which economies could be secured. As the response to the suggestions appeared to be varied, Sir Edmund reports that he asked the Ministry in October 1961 whether it was satisfied that there were good reasons for delay by many hospital authorities in adopting the suggestions and whether any measures were contemplated to ensure hospital authorities took such action.

The Ministry informed him that authorities had adopted many of the suggestions, although in some instances reasons were given why possible economy measures could not be taken. "The Ministry had no reason to doubt that in general authorities gave careful consideration to the suggestions and adopted those regarded as likely to be successful in their hospitals." One suggestion, made in 1955, that authorities

should appoint a standing drugs and dressings committee, had not been generally adopted and in its latest circular the Ministry had informed authorities it was essential that one of their standing committees should regularly review all factors affecting expenditure on drugs and dressings. The Ministry had informed him that it had asked regional hospital boards to pay special attention to the estimates of authorities that persistently showed high drug costs, and to require full justification before approving their estimates. The Ministry proposed to take the same line in scrutinising estimates of boards of governors of teaching hospitals.

Sir Edmund states he drew the attention of the Ministry to examples of economies achieved by certain hospitals by controlling the use of particular drugs and dressings, and by keeping the medical staff informed of the comparative costs of preparations. The Ministry replied that such control presented special difficulties in that the freedom of hospital doctors to prescribe what they considered clinically necessary had to be maintained. Certain measures of control had been suggested to hospital authorities and hospital doctors, like general practitioners, were supplied with regular information on the comparative merits and costs of pharmaceutical preparations.

The report provides a detailed analysis of the average weekly cost of maintaining an in-patient in an acute non-teaching hospital operating the main scheme costing system. It shows that of the total of £27 13s. 6d., drug

costs were 18s. 2d., dressings 6s. 1d. and "dispensary expenditure" 4s. 7d. In England, of the gross hospital maintenance expenditure by hospital management committees of £324,646,022, about 3·4 per cent. or £12,230,978 was for drugs and dressings. In Wales the respective expenditure was £20,723,308 and 3·6 per cent. or £819,588.

In hospitals administered by Boards of Governors the maintenance expenditure was £1,759,753, of which 5 per cent. or £87,810 was spent on drugs and dressings.

Scotland

The Summarised Accounts for Scotland are published separately (H.M. Stationery Office, price 3s.). The additional cost to the Exchequer for the Pharmaceutical Services in Scotland in 1960-61 was £511,910 (or 6·82 per cent.) more than in 1959-60. The gross sums due to chemists for dispensing prescriptions rose by £526,920, the number of prescriptions dispensed being 22,289,000 at an average cost of 95·84d. as against 21,832,000 in 1959-60 at an average cost of 92·02d. There was additional revenue of £26,590 from payments by patients. Gross payments to medical practitioners providing pharmaceutical services rose by £9,450.

Expenditure by hospitals on drugs and dressings in 1960-61 was £1·9 million. The average cost of drugs and dressings per patient discharged from acute non-teaching hospitals with over fifty beds varied from 16s. 4d. to £7 16s. 7d.

SCOTLAND

	£	£
1. Payments to pharmacists:—		
(a) gross sums due	9,022,873	
(b) less charges to patients ...	1,190,040	
	<hr/>	<hr/>
2. Payments for rota scheme ...	7,832,833	
3. Payments to medical practitioners for supply and dispensing of drugs, etc.:—	4,856	
(a) gross sums due	160,759	
(b) less charges	233	
	<hr/>	<hr/>
4. Superannuation	160,526	
5. Provision of services at Health Centre:—	7,327	
(a) Pharmacists' salaries, etc.	2,143	
(b) Superannuation contributions (Council's share)	183	
(c) Cost of drugs and appliances	7,629	
	<hr/>	<hr/>
TOTAL ...	<hr/>	9,955
	<hr/>	<hr/>
TOTAL ...	<hr/>	£8,015,497

Breakdown of item 1 (a) above:—

	£
(i) Dispensing fees	1,834,000
(ii) Cost of drugs and appliances	5,595,000
(iii) Allowance for overheads and profit ...	1,418,000
(iv) Container allowance	176,000
	<hr/>
	£9,023,000

In addition to the charges reported at items 1 (b) and 3 (b) above, the following were also paid by patients:—(i) £15,772 collected by doctors; (ii) £2,278 paid by means of postage

ENGLAND AND WALES

	£	£
1. To pharmacists (excluding rota fees):—		
(a) for supply and dispensing of drugs and appliances ...	81,101,544	
(b) Less net repayments ...	6,529	
	<hr/>	<hr/>
(c) Less charges to patients ...	11,579,257	
	<hr/>	<hr/>
160,526	<hr/>	81,095,015
7,327	<hr/>	<hr/>
	<hr/>	69,515,758
	<hr/>	285,990
2. To pharmacists for rota scheme ... ...	...	...
3. To medical practitioners for supply and dispensing of drugs and appliances, less charges, etc. ...	...	2,666,631
4. Superannuation contributions for medical practitioners ... ... ... ...	...	119,904
	<hr/>	<hr/>
5. Less advances made to local Pharmaceutical Committees in 1959-60 and recovered in 1960-61 ...	...	278
	<hr/>	<hr/>
TOTAL ...	<hr/>	72,588,283
	<hr/>	<hr/>
(1) Payments to pharmacists (items 1 (a) and 2 above):—	£	£
(i) Dispensing and rota fees	13,905,000	
(ii) Cost of drugs, appliances and containers	54,290,000	
(iii) Allowance for overheads and profits ...	13,195,000	
(2) Special interim payments (item 1 (b) above):—		
Repayments during year	70,959	
Less Issues during year to new contractors ...	64,430	
	<hr/>	<hr/>
	<hr/>	6,529
Net repayments		
Total amount of special interim payments outstanding at March 31, 1959	1,495,195	

GUIDE TO NEW MEDICAMENTS

Information about proprietary products supplied principally on prescription. Reprints on perforated gummed paper for affixing to index cards are obtainable from the Editor. Notes on the products are given on p. 500.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

D E S E R I L tablets

MANUFACTURER: Sandoz Products, Ltd., 23 Great Castle Street, London, W.1.

DESCRIPTION: Pale yellow sugar-coated tablets each containing 1 mgm. of 1-methyl-D-lysergic acid butanolamide (also known as methysergide or UML 491).

INDICATIONS: Diarrhoea associated with the carcinoid syndrome. The drug also appears effective in the prophylaxis of migraine.

DOSAGE: To be adjusted to the individual need.

HOW SUPPLIED: In bottles of twenty-five, 100 and 500.

SUPPLY RESTRICTIONS: Recommended on prescription only. Available direct from manufacturer only.

FIRST ISSUED: February 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

L A N O X I N paediatric tablets

MANUFACTURER: Burroughs Wellcome & Co., The Wellcome Foundation, Ltd., 183 Euston Road, London, N.W.1.

DESCRIPTION: Blue tablets (indented 'Tabloid' brand), each containing 0·0625 mgm. of digoxin.

INDICATIONS: Digitalisation and maintenance therapy in infants and children.

DOSAGE: 0·01 mgm. per 1 lb. of body weight every 6 hours until the therapeutic result is obtained.

HOW SUPPLIED: In bottle of 100.

SUPPLY RESTRICTIONS: P.I., S.1. FIRST ISSUED: December 1961.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

P R I M O B O L A N D E P O T injection

MANUFACTURER: Schering A.G., Berlin. DISTRIBUTOR: Pharmaceuticals (London), Ltd., Victoria Way, Burgess Hill, Sussex.

DESCRIPTION: Injection consisting of 100 mgm. of 1 methyl- Δ^4 -androstenolone oenanthate in a clear oily solution. Anabolic agent.

INDICATIONS: Wasting or chronic diseases, cachectic conditions associated with malignant tumours, undermined general health, prolonged administration of glucocorticoids, osteoporosis, chronic liver diseases, nephrosis; and for improvement of general well-being during deep x-ray therapy.

CONTRAINDICATIONS: Carcinoma of the prostate and during pregnancy.

DOSAGE: 1 mil fortnightly, or weekly in severe conditions.

HOW SUPPLIED: 1-mil ampoules in packs of one, three and twenty.

SUPPLY RESTRICTIONS: P.I., S.4B. FIRST ISSUED: March 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

T O F R A N I L with Promazine capsules

MANUFACTURER: Geigy Pharmaceutical Co., Ltd., Roundthorn Estate, Wythenshawe, Manchester, 23.

DESCRIPTION: Pale yellow capsules, each containing 25 mgm. of imipramine hydrochloride and 50 mgm. of promazine hydrochloride.

INDICATIONS: Agitated depression (including involutional depression); endogenous depression with anxiety; reactive depression with anxiety.

CONTRAINDICATIONS: Liver damage; coma caused by barbiturates, alcohol or opiates.

DOSAGE: Initially, one capsule three or four times a day; then one twice a day for maintenance (a third may be added at night if insomnia is troublesome).

PRECAUTIONS: Should not be administered concurrently with monoamine oxidase inhibitors nor within 2-3 weeks of cessation of therapy with those agents.

HOW SUPPLIED: In containers of fifty, 200 and 1,000.

SUPPLY RESTRICTIONS: P.I., S.4B. FIRST ISSUED: April 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

C O N O V I D - E tablets

MANUFACTURER: G. D. Searle & Co., Ltd., Lane End Road, High Wycombe, Bucks.

DESCRIPTION: Pale pink uncoated tablets each containing 2·5 mgm. of norethynodrel and 0·1 mgm. of ethinyloestradiol 3-methyl ether.

INDICATIONS: For fertility control.

DOSAGE: One tablet daily for twenty days from fifth day of monthly cycle (counting from the first day of bleeding).

PRECAUTIONS: Use with care in conditions affected adversely by normal pregnancy.

HOW SUPPLIED: In bottle of twenty.

SUPPLY RESTRICTIONS: P.I., S.4B. FIRST ISSUED: February 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

D A R I C O N tablets

MANUFACTURER: Pfizer, Ltd., Sandwich, Kent.

DESCRIPTION: Orange scored tablets, each containing 5 mgm. of oxyphencyclimine hydrochloride. Anticholinergic.

INDICATIONS: For adjunctive management of peptic ulcers (duodenal, gastric and stomal types); pylorospasm; duodenitis; functional bowel syndromes (irritable colon, spastic colon, and mucous colitis); chronic, non-specific ulcerative colitis; biliary tract disease (including cholecystitis and cholelithiasis); hiatus hernia accompanied by œsophagitis; acute or hypertrophic gastritis; bladder spasm with or without cystitis; ureteral spasm, as with stones or pyelonephritis.

CONTRAINDICATIONS: Glaucoma (unless with ophthalmological approval and supervision).

DOSAGE: Two tablets daily, increasing if necessary to three or four according to response.

PRECAUTIONS: Care should be taken in patients with prostatic hypertrophy, because of the added risk of urinary retention.

HOW SUPPLIED: In bottle of 100.

FIRST ISSUED: April 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

G E L U S I L L A C powder

MANUFACTURER: William R. Warner & Co., Ltd., Eastleigh, Hants.

DESCRIPTION: Powder for suspension, containing 1 gm. of magnesium trisilicate and 0·5 gm. of dried aluminium hydroxide gel per 8-gm. dose, in a flavoured base of low-fat high-protein milk solids.

INDICATIONS: Peptic ulceration; hiatus hernia; œsophagitis caused by acid-pepsin regurgitation; acute, chronic and recurrent gastritis; dyspepsia.

DOSAGE: One dessertspoonful (8 gm.) or the contents of a single-dose sachet, stirred into a half-tumbler of cold water; every 1-2 hours in severe conditions, otherwise four times a day after meals.

HOW SUPPLIED: In box of ten 8-gm. sachets and dispensing tin of 200 gm.

FIRST ISSUED: March 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

M U C A I N E suspension

MANUFACTURER: John Wyeth & Brother, Ltd., Clifton House, Euston Road, London, N.W.1.

DESCRIPTION: White colloidal suspension containing 10 mgm. of oxethazaine, 100 mgm. of magnesium hydroxide and 4·75 mils of aluminium hydroxide gel per teaspoonful (5 mils).

INDICATIONS: œsophagitis, resulting from hiatus hernia, pregnancy, peptic ulcer, radiation, general dyspepsia, etc.

DOSAGE: 1-2 teaspoonsfuls three times a day 15 minutes before meals and at bedtime.

SIDE-EFFECTS: Nausea or dizziness occasionally.

HOW SUPPLIED: In bottle of 12 fl. oz.

SUPPLY RESTRICTIONS: P.I., S.4B. FIRST ISSUED: April 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

ALDOMET tablets

MANUFACTURER: Merck, Sharp & Dohme, Ltd., Hoddesdon, Herts.

DESCRIPTION: Yellow, film-coated tablets, each containing 250 mgm. of methyldopa.

INDICATIONS: Hypertension.

DOSAGE: 0·5-2 gm.

HOW SUPPLIED: In bottles of thirty, 100 and 500.

SUPPLY RESTRICTIONS: Recommended on prescription only.

FIRST ISSUED: April 1962, initially to hospitals.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

CAPROSEM injection

MANUFACTURER: Leo Pharmaceutical Products, Copenhagen.

DISTRIBUTOR: Leo Laboratories, Ltd., 15 Clipstone Street, London, W.1.

DESCRIPTION: Sterile suspension containing 100 mgm. of testosterone chloral-17-hemiacetal acetate in 2 mils.

INDICATIONS: Hypogonadism, eunuchoidism, cryptorchidism, impotence, male climacteric, benign prostatic hypertrophy.

DOSAGE: 100-200 mgm. per month, according to the condition under treatment.

HOW SUPPLIED: In boxes of three and ten 2-mil ampoules.

SUPPLY RESTRICTIONS: P.I., S.4B. FIRST ISSUED: November 1961.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

MINIMS eye drops

MANUFACTURER: Smith & Nephew Pharmaceuticals, Ltd., Bessemer Road, Welwyn Garden City, Herts.

DESCRIPTION: A range of single-dose, sterile eye drops in disposable applicators. *Mydriatics*: Atropine sulphate (1 per cent.); homatropine hydrobromide (2 per cent.); scopolamine hydrobromide (0·2 per cent.). *Miotics*: Pilocarpine nitrate (1 per cent.); eserine salicylate (0·5 per cent.); *Anæsthetic*: Tetracaine hydrochloride (0·5 per cent.). *Stain*: Fluorescein sodium (2 per cent. with or without cotton tip).

METHOD OF USE: See manufacturer's literature.

HOW SUPPLIED: In tin of twenty disposable units.

SUPPLY RESTRICTIONS: *Mydriatics*, *Miotics*: P.I., S.1. *Anæsthetic*: P.I.

FIRST ISSUED: March 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

NARIDAN tablets

MANUFACTURER: The British Drug Houses, Ltd., Graham Street, London, N.1.

DESCRIPTION: White scored tablets, bevelled, each containing 10 mgm. of oxyphencyclimine hydrochloride.

INDICATIONS: For control of gastric and duodenal motility and acidity of gastric secretion in gastric and duodenal ulcer, jejunal ulcer, hiatus hernia and peptic oesophagitis.

CONTRAINDICATIONS: Glaucoma, prostatism.

DOSAGE: 10-30 mgm. every 12 hours, before food.

HOW SUPPLIED: In bottles of thirty and 100 tablets.

FIRST ISSUED: February 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

TYLA GEL jelly

MANUFACTURER: The Distillers Co. (Biochemicals), Ltd., Broadway House, Wimbledon Broadway, London, S.W.19.

DESCRIPTION: Bland gel containing 1 per cent. of tolpropamine hydrochloride.

INDICATIONS: Allergic conditions of the skin, including acute and chronic urticaria, drug and food rashes and eczema; irritation and pruritus present in many skin affections, e.g., herpes zoster, insect bites, minor burns, pruritus ani and vulva.

METHOD OF USE: Two or three applications a day are generally adequate.

HOW SUPPLIED: In collapsible tube of 20 gm.

FIRST ISSUED: April 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

ANOVLA R tablets

MANUFACTURER: Schering A.G., Berlin. DISTRIBUTOR: Pharmaceuticals (London), Ltd., Victoria Way, Burgess Hill, Sussex.

DESCRIPTION: Green sugar-coated tablets, each containing 4 mgm. of norethisterone acetate and 0·05 mgm. of ethynodiol diacetate.

INDICATIONS: For control of ovulation; primary dysmenorrhoea; sub-fertility; endometriosis.

CONTRAINDICATIONS: During post-partum period and lactation.

DOSAGE: One tablet daily from fifth to twenty-fourth day of monthly cycle, counting from the first day of bleeding.

SIDE-EFFECTS: Occasional mild nausea, which subsides spontaneously.

HOW SUPPLIED: In packs of twenty and 100.

SUPPLY RESTRICTIONS: P.I., S.4B.

FIRST ISSUED: February 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

COPYRONIL suspension

MANUFACTURER: Eli Lilly & Co., Ltd., Basingstoke, Hants.

DESCRIPTION: Pleasantly flavoured yellow liquid, containing 7·5 mgm. of pyrrobutamine, 12·5 mgm. of phenylpyramine, and 6·25 mgm. of cyclopentamine hydrochloride per teaspoonful (5 mils).

INDICATIONS: Hay fever, allergic rhinitis, skin allergies, ocular allergies, gastro-intestinal allergies.

DOSAGE: Children, one teaspoonful every 8-12 hours, according to age. Adults, two teaspoonfuls every 8 hours.

HOW SUPPLIED: In bottles of 60 mils and 16 fl. oz.

SUPPLY RESTRICTIONS: P.I., S.7.

FIRST ISSUED: March 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

DIBOTIN sustained release capsules

MANUFACTURER: Bayer Products, division of Winthrop Group, Ltd., Winthrop House, Surbiton, Surrey.

DESCRIPTION: Clear/blue capsules (filled with white granules), each containing 50 mgm. of phenformin. Oral hypoglycaemic agent.

INDICATIONS: Diabetes: (a) Stable adult diabetes (given alone or in conjunction with sulphonylureas); (b) cases which have not responded to sulphonylurea or are resistant to insulin; (c) juvenile-type diabetes (given with insulin).

CONTRAINDICATIONS: Acute diabetic complications such as ketosis, coma, infections or surgery. Exercise caution in hepatic disease.

DOSAGE: One capsule with breakfast and, if necessary, with evening meal.

SIDE-EFFECTS: Ketosis in the absence of hyperglycaemia, which may be caused by insufficient carbohydrate intake; nausea and vomiting.

HOW SUPPLIED: In pack of fifty.

SUPPLY RESTRICTIONS: P.I., S.4B.

FIRST ISSUED: February 1962.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 5, 1962

NACTISOL tablets

MANUFACTURER: Beecham Research Laboratories, Ltd., Great West Road, Brentford, Middlesex.

DESCRIPTION: Yellow tablets (engraved Nactisol on one side and plain on the other), each containing 2 mgm. of poldine methosulphate and 7½ mgm. of butabarital.

INDICATIONS: Peptic ulcer; hyperacidity; stomal ulcer; for management of spastic colon and ulcerative colitis.

PRECAUTIONS: Should be used under close supervision for patients in whom tachycardia, difficulty in micturition, or increase in ocular tension might give rise to particular anxiety.

DOSAGE: One or two tablets three times a day and at night before retiring.

HOW SUPPLIED: In containers of fifty and 250.

SUPPLY RESTRICTIONS: P.I., S.1, S.4A.

FIRST ISSUED: April 1962.

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, MAY 2: Although the lowering of the bank rate by another $\frac{1}{2}$ per cent. during the week to the more realistic level of $4\frac{1}{2}$ per cent. is not expected to cause any great revival in demand for those commodities usually surveyed in these columns, the Government's action is a step in the right direction that should help business by making loans less expensive. An announcement that there might be a national dock strike in a fortnight's time struck a less satisfactory note.

Among CRUDE DRUGS, spot Jamaican GINGER No. 3 jumped a further 70s. per cwt. to 570s. which was more than double the rate asked for it four months ago. With African ginger not available, Cochin prices advanced to 175s. from 160s. a cwt. Some PEPPERS turned slightly firmer while strong demand for TURMERIC found supplies somewhat scarce. Portuguese ERGOT was cleared on the spot and origin has not been offering during the last few weeks; East European material was still available, however. Indian and East European VALERIAN were being offered by some merchants, others had cleared their stocks. There was little news to report on IPECACUANHA except that a small parcel of Matto Grosso was available on the spot at 62s. a lb., ex-wharf. KARAYA values jumped sharply, No. 2 added 30s. a cwt. to its previous price while No. 1 was unobtainable. STYRAX was lower by one shilling per lb. All European crude drugs are expected to be late this year because of the continuing cold weather.

In ESSENTIAL OILS the value of LEMONGRASS dropped sixpence per lb. on the spot following an easier tendency. In the forward position Madagascan CLOVE LEAF was down by three-pence per lb. PALMAROSA on the other hand was 2s. 6d. dearer.

Pharmaceutical Chemicals

ACETANILIDE. — Crystals. One-cwt. lots, 2s. 10d. per lb.; 5-cwt., 2s. 9d.

ADRENALINE. — (Per gm.). Synthetic B.P. 1-kilo lots, 11d.; 500 gm., 1s. 1d. ACID TARTRATE, B.P., 1 kilo, $7\frac{1}{2}$ d.; 500 gm. 9d.

ALOIN. — Micro-crystalline, 14-lb. lots, 31s. 6d. per lb.

ALUMINIUM ACETATE.—B.P.C. in 1-cwt. sacks, 1s. 9d. per lb.

p-AMINOSALICYLIC ACID. — SODIUM, 17s. 6d. per kilo for 1,000-kilo lots.

LONDON EXCHANGE RATES

At the opening on Tuesday

Amsterdam..	Florins to £	10·11-10·11½
Bombay ..	Shillings to rupee	1/5 1/8-1/6 1/8
Brussels ..	Francs to £	139·97½-140·02½
Copenhagen.	Kronor to £	19·39½-19·39½
Frankfurt ..	D Marks to £	11·25-11·25½
Hong Kong ..	Shillings to \$	1/2 2/8-1/3 3/2
Karachi ..	Shillings to rupee	1/5 1/8-1/6 1/8
Lisbon ..	Escudos to £	80·15-80·25
Malaya	Shillings to \$	2/3 3/4-2/4
Milan	Lira to £	1,744½-1,745½
Montreal ..	Dollars to £	2·95 1/8-2·95 1/8
*New York ..	Dollars to £	2·78-2·82
Oslo	Kronor to £	20·05-20·05½
Paris	Francs to £	13·77½-13·78
Stockholm ..	Kronor to £	14·47½-14·47½
Zurich	Francs to £	12·21½-12·21½

*Bank of England official limits. Bank rate: $4\frac{1}{2}$ per cent. from April 26.

ASPIRIN.—One-ton lots, 4s. 0½d. per lb.; 5-cwt., 4s. 5d.; 1-cwt., 4s. 8d.

BARIUM SULPHATE. — B.P., 250-kilo lots, 3s. 3½d. per kilo.

BENZOIC ACID.—One cwt., 2s. 11½d. per lb.; and SODIUM SALT, 2s. 9½d. per lb.

BENZYL BENZOATE. — B.P. in 1-ton lots, 4s. 6d. per lb.

BROMIDES.—Crystals (per lb.):—

	1 cwt.		5 cwt.	
	s. d.	s. d.	s. d.	s. d.
POTASSIUM ..	2 6		2 5	
SODIUM ..	2 6		2 5	
AMMONIUM ..	2 10		2 8½	

Powder is three-halfpence per lb. more, packages free, carriage paid terms.

CALAMINE.—Five-cwt. lots, 1s. 10d. per lb.; 1-ton, 1s. 8½d.

CHLOROFORM.—1-cwt. lots in winchesters, 3s. 4½d. per lb.; 56-lb., 3s. 6d. In drums, 3s. 2d. and 3s. 2½d. per lb. respectively.

CHLOROPHYLL.—Water soluble, 100 per cent., 280s. per lb.; oil soluble, 25s. per lb.

DICOPHANE. (DDT). — One ton lots, 2s. 2d. per lb.

DIHYDROXYACETONE. — For contracts of 1,000 kilos, £4 per kilo.

DIPHENAN. — (Per lb.), 55s. 3d. (56-lb.), to 63s. (1-lb.).

EMETINE. — One-kilo lots. HYDROCHLORIDE, 8,642s. per kilo.

HOMATROPINE. — 16-oz. lots (per oz.): ALKALOID, 30s. 6d.; HYDROBROMIDE, 24s. 6d.; HYDROCHLORIDE, 28s. 6d.; METHYLBROMIDE, 25s. 6d. 1-oz. rates are 1s. 6d. per oz. above those rates.

HYOSCINE HYDROBROMIDE.—Per oz. 102s.

IODIDES. — (Per kilo). Potassium, 50-kilo lots, 19s. 3d.; SODIUM, 24s. 3d. for 25-kilo lots, AMMONIUM, 44s.

IODINE.—Resublimed in less than 50-kilo lots, 25s. 4d. per kilo. Minimum delivered rate for CRUDE is 17s. 4d. per kilo.

ODOFORM.—Powder (per kilo), 51s. 6d. in 50-kilo lots; less than 50-kilos, 53s. Crystals are 3s. per lb. more.

ISOPRENALEINE SULPHATE.—One-kilo lots, 530s. per kilo; 5-kilos, 510s. per kilo.

KAOLIN.—LIGHT, 60s. per cwt.; 1-ton, 57s. per cwt.

LACTIC ACID. — B.P. 4s. 5d. per lb. for 12-winchester lots and 4s. for 5-cwt. lots. Edible, 80 per cent. acid, 2s. 4d. per lb. for under 1-ton lots: 12 winchesters, 2s. 8d. per lb.

LACTOSE. — B.P. in 1-ton lots packed in 1-cwt. paper-lined sacks, £129 10s. per ton, delivered in the United Kingdom.

LEAD ACETATE.—B.P. crystals, 225s. per cwt.

MAGNESIUM CARBONATE. — Per cwt. LIGHT, 129s. or 121s. for 1-ton lots; HEAVY, 175s. for 1-cwt. lots; from 130s. to 135s. for 1-ton lots.

MAGNESIUM CHLORIDE. — One-cwt. 1s. 10d. per lb., 5-cwt., 1s. 7d.

MAGNESIUM DIHYDROGEN PHOSPHATE. — One-cwt. drums, 4s. per lb.

MAGNESIUM HYDROXIDE.—B.P.C., 1-cwt. lots, 3s. 7d. per lb.; 1-ton, 3s. 2d. per lb.

MAGNESIUM OXIDE, B.P.—LIGHT, 1-cwt. lots, 3s. 2d. per lb.; HEAVY, 5s. 10d. per lb.

MAGNESIUM PEROXIDE.—B.P.C. (15 per cent.), 3s. 11d. per lb. (1-cwt.).

MAGNESIUM SULPHATE. — B.P. in minimum 1-ton lots varies between £19 5s. and £25 per ton according to size of crystal and manufacture. Exsiccated, £54 per ton.

MAGNESIUM TRISILICATE.—(Per lb.). In 28-lb. packages:—28-lb., 4s. 9½d.; 1-cwt. 3s. 10d.; 5-cwt., 3s. 7d.; 1-ton, 3s. 1d.

METHYL SALICYLATE. — Five-ton lots, 3s. 2d. per lb.; 1-ton, 3s. 2½d.; 10-cwt., 3s. 3d.; 5-cwt., 3s. 4d.; 1-cwt., 3s. 5d.

OLEIC ACID.—B.P. grade, £171 10s. per ton. Small lots, 2ls. 5d. per gall.

PILOCARPINE.—In 1-kilo lots prices are: HYDROCHLORIDE, 1,375s. per kilo; NITRATE, 1,128s.

POTASH SULPHURATED. — Lump, B.P.C., 2s. 9d. per lb. in 1-cwt. lots.

POTASSIUM ACETATE. — (Per lb.) 1-cwt. lots, 3s.; 5-cwt., 2s. 8d.; 10-cwt., 2s. 6d.

POTASSIUM BICARBONATE.—B.P. powder, 110s. per cwt. 1-4-cwt. lots and 105s. per cwt. for 5-cwt. and over.

POTASSIUM BROMATE. — In 5-cwt. lots, 5s. 3d. per lb.

POTASSIUM CARBONATE. — One-cwt. kegs, 2s. 3d. per lb.

POTASSIUM CHLORATE. — One-cwt. cases, 2s. 6d. per lb.

POTASSIUM HYDROXIDE.—B.P. sticks are from 6s. 8d. per lb. and pellets, 4s. 6d.; technical flake, 1s. 10d.

POTASSIUM 8-HYDROXYQUINOLINE SULPHATE. — 1 kilo is 47s. 1d. and 50 kilos, 44s. per kilo.

POTASSIUM METABISULPHITE. — One-cwt. kegs, 170s.

POTASSIUM NITRATE. — Pharmacopeial quality, 100s. per cwt. (crystals or powder) in 1-cwt. lots.

POTASSIUM PERMANGANATE.—Scarce, B.P. in 1-cwt. lots, 2s. 0½d. per lb. Technical 214s. per cwt.; 1-ton lots, 203s. per cwt.

POTASSIUM QUADROXALATE. — One-cwt., 3s. 6d. per lb.

POTASSIUM THIOCYANATE. — One-cwt., 5s. 6d. per lb.

PROCAINE HYDROCHLORIDE.—100-kilo lots, 45s. per kilo.

QUINIDINE.—For 15 kilos or 500 oz. or more:—

Home Trade	Per kilo		Per 100 oz.	
	s. d.	s. d.	s. d.	s. d.
QUINIDINE ..	199	1	564	6
SULPHATE ..	260	8	739	1
ALKALOID cryst.	263	9	747	9
ALKALOID precip.	223	0	632	1
HYDROCHLORIDE ..	216	11	615	0
HYDROBROMIDE ..	221	9	628	9

Prices include tins and cases and free delivery U.K.

QUININE. — 1,000-oz. lots:—ALKALOID 3s. 8½d. per oz.; SULPHATE, B.P., 1932, 2s. 5d.; SULPHATE, B.P., 1958, 2s. 8½d.; BISULPHATE, 2s. 5½d.; DIHYDROCHLORIDE, 3s. 5d.; HYDROCHLORIDE, 3s. 1½d.; ETHYL CARBONATE, 4s. 1½d.; HYDROBROMIDE, 3s. Quantities under 100 oz. or 1-kilo plus threepence.

SULPHURIC ACID.—Ninelpence to 1s. 2½d. per lb. in winchesters.

THEOPHYLLINE.—12½-kilo lots: ALKALOID ANHYDROUS, 33s. per kilo and B.P., 32s. 9d.; AMINOPHYLLINE, 30s. per kilo, 12½ kilos, 31s. per kilo.

56,000,000 READERS
will see

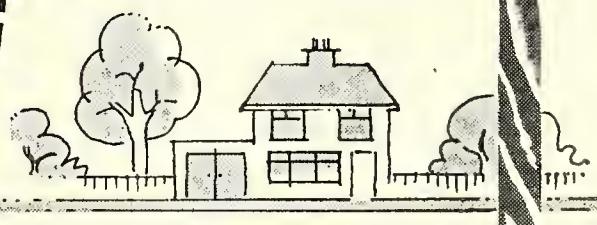
'Marzine'

ADVERTISING IN THE NATIONAL PRESS



Starting May 14th this impressive advertising coverage for 'MARZINE' will reach readers in every part of the country! Day after day, week after week, throughout the main travel season—millions of readers will be told to remember 'MARZINE'. And as they prepare for holidays and journeys by land, sea and air, they'll remember—and buy!

'MARZINE' advertisements are selling for YOU in
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WOMAN · WOMAN'S OWN
WOMAN'S MIRROR
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Make full use of 'Marzine' displays



BURROUGHS WELLCOME & CO. (THE WELLCOME FOUNDATION LTD.) LONDON

100 MILLION HEPATECTOMIES

FACTS AND FIGURES ABOUT

MODERN COD LIVER OIL

More than one third of the world's total production of cod liver oil comes from this one British company, making it easily the world's biggest producer. Some 100 million cod are caught each year by the 300 ships of the Hull and Grimsby fleets.

Cod liver oil used once to be obtained by letting it come from cod livers stored in barrels. Improved production methods were devised, but it was not until comparatively recently that the present extraction method was introduced. The oil is now steam-extracted from the fish livers on board ship within minutes of the catch being made. To a great extent this advance was a consequence of the late Sir Edward Mellanby's work on the importance of vitamins A and D, and of the resultant demand for cod liver oil. The new process has resulted in a clear modern cod liver oil, devoid of any unpleasant taste.

Up to 15,000 tons of oil pass through our storage tanks every year, each batch being assayed in our chemical and biological laboratories for vitamin potency, and by gas chromatography for its polyunsaturated oil content. The factory's bottling plant can turn out 100,000 filled bottles a day.

Some of the production goes to 'Ministry' cod liver oil under the Welfare Foods Scheme, as it did during the war. Some goes to our own 'Seven Seas' brand of oil. Some is exported (to as far away as Canada, West Africa and Australia). Much of this is bought for government distribution in hospitals, clinics and schools.

A VALUABLE PRODUCT OF GROWING MEDICAL IMPORTANCE.

Cod liver oil is a modern and important product of the British fishing industry; and of great value, as it has been for years, to almost all doctors in their everyday practice. It is the subject of continuing research in our own laboratories, in hospitals and in nutritional units.

We are proud to be providing a link between British fishermen and the doctors of this and of many other countries.

**THESE NEW DEVELOPMENTS WILL HELP YOU WHEN
MAKING RECOMMENDATIONS TO YOUR CUSTOMERS**

Seven Seas

ISSUED BY THE MAKERS OF

AVAILABLE IN BOTTLES AND CAPSULES

THE WORLD'S LARGEST PRODUCERS OF COD LIVER OIL

Crude Drugs

ACONITE. — Spot: Spanish *napellus*, 2s. 9d. per lb.

AGAR. — Kobé No. 1, 12s. 6d. per lb. in bond; shipment, 11s. 9d., c.i.f.

ALOES. — Cape primes, spot, 175s. per cwt.; shipment, 175s., c.i.f., both nominal. Curaçao, spot, 410s.; shipment, 385s., c.i.f.

ANISE. — Chinese STAR, 185s. per cwt., spot, duty paid; shipment, 160s., c.i.f.

BALSAMS. — Per lb.: CANADA: Spot, 20s. 6d. to 25s. COPAIBA: B.P.C. grade, 11s. on spot. PERU: Spot, 8s. 6d., duty paid. TOLU: B.P., from 12s. to 17s. 6d. as to analysis.

BELLADONNA. — Herb and LEAVES unobtainable. Root, 1s. 10d. per lb. for material testing over 0·5 per cent.

BENZOIN. — Sumatra block, spot £20 to £28 as to quality.

BUCHU. — Spot, 4s. 3d. per lb.; May shipment, 3s. 11d., c.i.f.

CAMPHOR. — B.P. powder, 3s. 10½d. per lb. in bond.

CASCARA. — Spot, 250s. per cwt.; shipment, 240s., c.i.f.

CHAMOMILE. — Roman-type, 6s. 6d. per lb.; German, 5s. 9d.

COCILLANA. — Bark, 2s. per lb. on the spot.

DIGITALIS. — *Purpurea* for shipment, 2s. 4d. per lb., c.i.f.

ELEMI. — Spot, 1s. 9½d. per lb. Shipment, 1s. 5d., c.i.f.

ERGOT. — East European on spot 6s. 9d. per lb. Portuguese cleared on spot; shipment nominally 7s. 9d., c.i.f.

FRANGULA. — Spot, 87s. 6d. per cwt.

GENTIAN. — Spot, French, 150s. per cwt.

GINGER. — (Per cwt.). African spot and shipment nominal. Jamaican No. 3, spot, 570s.; shipment, no offers. Cochin, spot, 175s.; shipment, 150s., c.i.f.

GUM ACACIA. — Kordofan-cleaned sorts, 145s. per cwt., spot; shipment, 138s., c.i.f.

HENNA. — Indian, spot, 95s. per cwt.; shipment, 63s., c.i.f.

HONEY. — (Per cwt.). Australian light amber, 100s. to 105s. and medium amber, 95s. to 100s. Argentine, 120s. to 125s.; Jamaican, 115s. to 120s.; Canadian clover, 150s. to 155s. Mexican, 110s. to 115s., ex warehouse.

IPECACUANHA. — Spot Matto Grosso, 62s. per lb. Shipment: Costa Rican, 80s. to 87s. 6d. per lb.; Matto Grosso for shipment, business done at 56s. 6d., c.i.f. Nicaraguan, no offers.

JUNIPER BERRIES. — Italian, 125s. per cwt.; German, 120s.

KARAYA. — No. 1 gum, spot nominal; No. 2, 265s. per cwt.

KOLA NUTS. — African, 6d. spot and 4½d. (per lb.).

LANOLIN. — ANHYDROUS B.P. is from 140s. to 155s. per cwt. in 1-ton lots.

LEMON PEEL. — Spot, 2s. 3d. per lb.

LINSEED. — Whole, 75s. per cwt.; crushed, 105s.

LIQUORICE. — Natural root: Russian 67s. 6d. per cwt.; Anatolian, 60s.; Persian, 52s. 6d.; Sicilian 1-kilo bundles, 1s. 6d. per lb. Block juice: Anatolian from 200s. per cwt.; Italian stick from 392s. to 470s. per cwt.

LOBELIA HERB. — American spot, 6s. 3d. per lb.

MACE. — Whole pale blade, 21s. per lb., spot.

MENTHOL. — Chinese: spot, 55s. per lb. duty paid; shipment, 52s., c.i.f. Brazilian, 33s. 6d. in bond; 32s. 9d., c.i.f. Formosan, 41s. in bond; April shipment, 38s. 6d. c.i.f.

MERCURY. — About £62 10s. per flask of 76-lb.

NUTMEGS. — West Indian 80's, 8s. 6d. per lb., spot; sound unassorted, 6s. 9d.; defectives, 5s. 3d.

NUX VOMICA. — Cochin, 80s. per cwt. on the spot.

ORANGE PEEL. — Spot: Sweet ribbon ls. 10d. per lb.; bitter quarters: West Indian, 11½d.; Spanish, 1s.; bitter ribbon, 1s. 3d.

ORRIS ROOT. — Florentine, 335s. per cwt.

PAPAIN. — No. 1 scarce at 30s. per lb., spot.

PEPPER. — White Sarawak spot, 3s. 2½d. to 3s. 3½d. per lb. as to quality; shipment, 3s. 2d., c.i.f. Black Sarawak spot, 2s. 8½d.; shipment, 2s. 5½d., c.i.f. Black Malabar, 310s. per cwt. spot; shipment, 292s. 6d., c.i.f.

PEPPERMINT. — Dutch whole leaves, 3s. per lb., c.i.f.

PIMENTO. — Spot, 588s. per cwt.; shipment, 540s., f.o.b.

PODOPHYLLUM. — *Emodi*, no offers, *Peltatum*, 365s. per cwt.

PYRETHRUM. — Extract, minimum 25 per cent. w/w pyrethrins, 74s. 6d. per lb. for small lots.

QUILLAIA. — Spot 185s. per cwt. Shipment, 160s., c.i.f.

RHUBARB. — Chinese small rounds from 4s. 6d. to 9s. per lb. on the spot.

SAFFRON. — Mancha *selecta*, 170s. per lb. spot; shipment, 180s., c.i.f.

SARSAPARILLA. — Jamaican native red root, 2s. 6d. per lb.; prompt shipment, 2s. Id., c.i.f.

SEEDS. — (Per cwt.). ANISE.—Cyprian, 285s.; Syrian afloat, 255s., c.i.f. CARAWAY.—Dutch, 160s., duty paid. CELERY.—Indian, 275s.; old crop for May shipment, 197s. 6d., c.i.f., new crop for June-July shipment, 145s. c.i.f., paid. CORIANDER.—Moroccan, 120s.. duty paid, Indian bold, 80s.; shipment, Moroccan current crop, 86s., c.i.f.; new crop for June-July, 55s., c.i.f. Indian bold, 72s. 6d., CUMIN.—Cyprian, 175s.; Indian, 145s.; Iranian, 135s., duty paid. Shipment, Iranian, 120s., c.i.f. DILL.—Indian 97s. 6d., shipment, 70s., c.i.f. FENNEL.—Indian, 110s.; shipment, 89s., c.i.f. FENUGREEK.—Moroccan, 97s. 6d., duty paid. Indian, 100s.; shipment, Moroccan current crop, 75s., c.i.f.; new crop June-July, 52s. 6d., c.i.f. MUSTARD.—English, 62s. 6d. to 87s. 6d. according to quality.

SENNA. — (Per lb.). *Tinnevelly* LEAVES, new crop, spot: Prime No. 1, 2s. 4d.; prime No. 2, cleared; No. 3, f.a.q., 1s. 1d. PODS: hand-picked, No. 1, 2s. 6d.; No. 2, 1s. 9d.; manufacturing cleared. *Alexandria* pods: Manufacturing, 1s. 7½d.; hand-picked, small lots from 4s. to 7s. 6d. as to quality.

SHELLAC. — F.O.T.N., 195s. per cwt.; No. 1, 207s. 6d.; F.O., 225s. to 275s., spot.

STYRAX. — Spot, 23s. per lb.

TRAGACANTH. — No. 1 ribbon, £135 to £137 10s. per cwt. No. 2, £127 10s. to £130.

TURMERIC. — Madras finger scarce on the spot at 140s. per cwt. April-May shipment, 132s. 6d., c.i.f.

VALERIAN ROOT. — Spot: East European, 175s. per cwt.; Indian, 150s. Shipment: Belgian, 145s. c.i.f.; and Dutch 172s. 6d., c.i.f.

WAXES. — (Per cwt.). BEES'—Dar-es-Salaam, spot, 430s.; shipment, 410s., c.i.f. Abyssinian, spot cleared; shipment, 375s., c.i.f. Sudanese, spot cleared, shipment, 375s., c.i.f. CANDELILLA, spot, 465s.; CARNAUBA, fatty grey, spot, 410s.; shipment, 385s., c.i.f.; prime yellow, spot, 670s.; shipment, 625s., c.i.f.

WITCH HAZEL LEAVES. — Spot, 2s. 11d. per lb.

Essential and Expressed Oils

ALMOND. — Spanish, 4s. 6d. per lb., duty paid.

AMBER. — Rectified on the spot, 1s. 6d. per lb.

ANISE. — Chinese, 19s. 6d. per lb., spot; shipment, 19s., c.i.f.

BAY. — West Indian short on the spot, prices nominal.

BIRCH TAR. — Rectified, 8s. per lb.

BOIS DE ROSE. — Brazilian, 18s. 6d. per lb. on the spot; shipment not offering.

CAMPHOR, WHITE. — Chinese, 1s. 9d. per lb. in bond; 1s. 6d., c.i.f.

CANANGA. — Spot, 33s. per lb.

CEDARWOOD. — American rectified 9s. 6d. per lb. on the spot.

CLOVE. — Madagascar leaf, spot, 8s. 3d. per lb., duty paid; shipment, 7s. 3d., c.i.f. RECTIFIED 87-88 per cent., 12s. Distilled bud-oil, English, B.P., 27s. for 1-cwt. lots.

DILL. — Imported, 38s. per lb.. spot.

EUCALYPTUS. — Spanish, 3s. 3d. to 3s. 6d. per lb. on spot.

FENNEL. — Spanish sweet, spot, 11s. per lb.

GERANIUM. — Bourbon, 90s. to 130s. per lb. on the spot.

GINGER. — Imported: Jamaican, 130s. per lb.; Chinese, 72s. 6d., duty paid. English, 135s.

GRAPEFRUIT. — Florida, 18s. per lb.

JUNIPER. — B.P.C. 1949 oil is from 14s. per lb. on the spot. English-distilled, 140s. JUNIPER WOOD, from 5s.

LAVENDER SPIKE. — Spanish, 14s. per lb. for original drums.

LEMON. — Californian cold-pressed from 26s. per lb. spot.

LEMONGRASS. — Spot, 24s.; shipment, 22s. 3d. per lb., c.i.f.

ORANGE. — Floridian sweet oil, 3s. per lb.; West Indian, 3s. 6d.; West African, 14s. 6d.; Israeli, 5s.

PALMAROSA. — Spot cleared. Shipment, 55s. per lb., c.i.f.

PEPPERMINT. — *Arvensis*; Chinese spot, 26s.; shipment, 24s. 9d., c.i.f. Brazilian spot, 12s. 6d.; shipment, May, 11s. 6d., c.i.f.

FENUGREEK. — Moroccan, 97s. 6d., duty paid. Indian, 100s.; shipment, Moroccan current crop, 75s., c.i.f.; new crop June-July, 52s. 6d., c.i.f. MUSTARD.—English, 62s. 6d. to 87s. 6d. according to quality.

SAGE. — Spanish 8s. 6d. per lb., Dalmatian, 23s.

SANDALWOOD. — Spot, 143s. 6d. per lb.; forward, East Indian, 132s. 6d., c.i.f.

SPEARMINT. — American oil on the spot 28s. per lb.

VETIVERT. — Bourbon spot, 95s. to 105s. per lb.; shipment, 95s., c.i.f.

UNITED STATES REPORT

NEW YORK, MAY 1: Natural GLYCERIN was cut in price to make the high-gravity 22½ cents a lb., the synthetic was promptly reduced by the same amount to 22¾ cents. BRUCINE prices sagged to bring the ALKALOID down to 55 cents per oz. (down 19 cents), and the SULPHATE to 50 cents (down 15 cents). A 25-cent reduction brought imported NICOTINAMIDE down to \$4.75 per kilo and NICOTINIC ACID to \$3.10. Bitter West Indian ORANGE OIL improved to \$3.85 (up 60 cents), GINGER, to \$18 (up \$1.50). Peruvian BOIS DE ROSE, \$2.50 (up 25 cents), and LEMONGRASS OIL to \$4 (up 15 cents). GRAPEFRUIT was down 10 cents to \$1.75, and CEDARWOOD down 10 cents to \$1 per lb.

NOTES ON NEW MEDICAMENTS

ANOVLAR.—*Constituents:* Norethisterone acetate and ethinyl oestradiol. Norethisterone is a synthetic progestogen of considerable potency and like certain other nor-steroids it can inhibit ovulation. Such inhibition is of value in various gynaecological conditions and also in the oral control of conception. The effects of oral progestogens appear to be augmented by small doses of oestrogen, and ethinyl oestradiol is included for that purpose. Related products, formulated on a similar pharmacological basis, are represented by Conovid and Enavid, which contain norethynodrel and ethinyl oestradiol methyl ether.

CAPROSEM.—*Chemistry:* Testosterone-17-chloral-hemiacetal-acetate. This compound has all the androgenic properties of testosterone, but these are considerably extended and prolonged by the substituent side chain in the 17-position. The nature of the side chain also appears to influence the toxicity of the compound. Some 17-substituted compounds such as methyl-testosterone occasionally cause jaundice, but it is stated that Caprosem is free from toxic effects on the liver. Other long-acting testosterone products include Tes-P-P (testosterone phenyl propionate), Sustanon (testosterone isocaproate, phenyl propionate and propionate) and Primoteston (testosterone oenanthate and propionate).

CONOVID-E.—*Constituents:* Norethynodrel and ethinyl-oestradiol-3-methyl ether. Norethynodrel is a powerful orally active progestogen, used in the control of functional uterine bleeding. During treatment with the drug, ovulation is suppressed and that action is the basis of the use of the drug as an oral contraceptive. The effects of norethynodrel are increased by oestrogens, and a small amount of ethinyl-oestradiol-3-methyl ether is included in the product for that reason, Conovid, as distinct from Conovid E, and Enavid, contain the same constituents, but in different proportions. Anovlar is another oral product, formulated on similar lines, and contains norethisterone with ethinyl-oestradiol.

CO-PYRONYL.—*Constituents:* Pyrbutamine, phenylpyramine and cyclopentamine. The last-mentioned is a sympathomimetic compound and has decongestive properties common to many related drugs. Phenylpyramine is a rapid-acting antihistamine; its effects are sustained by the much long-acting antihistamine pyrbutamine. Products formulated on a similar pharmacological basis are represented by Actived (triprolidine and pseudo-ephedrine) and Eskornade (diphenylpyraline, phenyl propanolamine and isopropamide iodide); products containing analgesic constituents in addition include Capriton, Rinurex, Triogesic and Triotussic.

DESERIL.—*Chemistry:* 1-methyl-D-lysergic acid butanolamide dimaleate. The unmethylated basic compound is related to the ergot alkaloids, and is available as Methergin (methyl ergometrine maleate). Further methylation of the indole nitrogen ring brings about considerable changes in pharmacological properties because most of the activities of the drug are suppressed; but the compound retains its ability to antagonise the action of serotonin (5-hydroxytryptamine). Serotonin is released from carcinoid tumours, and an antagonist can modify the reactions to such release. Serotonin may also be liberated, like histamine, by an allergic reaction, and serotonin antagonists can be of value in the treatment of some allergic conditions. Cyproheptadine (Periactin) is a product introduced for such purposes, and promethazine (Phenergan) also has some anti-serotonin potency.

DIBOTIN.—*Chemistry:* N¹-beta-phenethylidiguanide hydrochloride. This compound is an oral hypoglycaemic drug but it is not related, either chemically and pharmacologically, to the older sulphonyl urea derivatives. The mode of action is not known. It does not potentiate the action of insulin but may increase the uptake of glucose by tissues other than the liver and thus have a blood-sugar lowering effect. A related diguanide is metformin, or N-N-dimethylidiguanide (Glucophage), and the sulphonyl urea com-

pounds include chloropropamide (Diabinese) and tolbutamide (Rastinon).

DORIDEN-SED.—*Chemistry:* Alpha-ethyl-alpha-phenylglutarimide, or glutethimide. It is a general purpose, rapid-acting hypnotic when given in standard doses of 250-500 mgm., and the action resembles that of phenobarbitone but is of shorter duration. Smaller doses, like smaller doses of phenobarbitone, have a milder action, useful for day-time sedation; and Doriden-Sed, in tablets of 100 mgm., is intended for such diurnal use. Many other hypnotics also have mild sedative effects when given in reduced doses.

GELUSIL LAC.—*Constituents:* Aluminium hydroxide, magnesium trisilicate and low-fat milk solids. The antacid properties of the main constituents are well known; magnesium trisilicate is converted to the chloride and silica gel in the stomach, and the gel can adsorb large amounts of gastric acid. Aluminium hydroxide also has adsorbent properties, as only a part reacts with the gastric juice. The proteins present in milk have acid neutralising powers as well as the ability to reduce the secretion of gastric acid. Milk solids with magnesium trisilicate and other antacids are present in Nulacin; preparations containing aluminium hydroxide and magnesium trisilicate include Droxalin and Gelusil. Dimagol contains magnesium aluminium trisilicate.

LANOXIN.—*Constituent:* Digoxin. This cardiac glycoside, obtained from *Digitalis lanata*, has advantages over digitalis leaf as absorption is more complete and onset of action is more rapid. In the digitalisation of infants and children, smaller doses are required and accurate measurement of dose is essential. Some of the difficulties of such administration have been eliminated by the introduction of Lanoxin paediatric tablets, which contain 0.0625 mgm. of digoxin or one-quarter of the standard 0.25 mgm. tablet. Lanoxin paediatric elixir is another preparation of digoxin, formulated for use in infants and children.

LEDERCORT WITH NEOMYCIN.—*Constituents:* Triamcinolone acetonide and neomycin. Triamcinolone acetonide has the powerful anti-inflammatory action of natural corticosteroids, but to an enhanced degree. This activity is some ten times greater than that of hydrocortisone,

and as the drug is not absorbed when applied locally there is virtually no risk of systemic effects. The anti-inflammatory action of the steroids is not accompanied by any antibacterial action, so a broad-spectrum antibiotic is usually added to control any secondary bacterial invasion. Neomycin is often selected because its range of activity is wide, it rarely causes sensitivity, and it is not used systemically. Neomycin is present with various corticosteroids in Adcortyl A, Betnesol-N, Codelsol, Cortoderm-N, Decaspray, Efcoftelan N, Hydeltracin, Hydro-mycin D, Neo-Medrone, Predsolin and others.

NARIDAN.—*Chemistry:* 1-methyl-1:4:5:6-tetrahydro - 2 - pyrimidyl - methyl - alpha - cyclohexyl-alpha phenyl glycolate, or oxyphenecyclamine. This substance is a parasympathetic post-ganglionic blocking agent which is marked by its selective action. Unlike many other anticholinergic drugs the main action is that of limiting gastric secretion, but it is also effective in reducing intestinal mobility. Other anti-secretory properties associated with atropine-like drugs are much less marked, and larger doses are necessary to produce any anti-salivary effects. Many other synthetic atropine-like drugs are also available, and representative compounds include isopropamide (Tyramide), glycopyrrolate (Robanul), pipenzolate (Piptal), hexocyclium (Tral) and poldine (Nacton).

PRIMOBOLAN DEPOT.—*Chemistry:* 1-methyl-androstenolone oenanthate. The androgenic steroids have marked tissue building as well as virilising properties, but by suitable chemical modification compounds with more selective anabolic properties can be produced. Such selective action widens the therapeutic scope of the anabolic steroids, and esterification increases the duration of effect; the newer compounds also have a high potency. Other long-acting anabolic steroids include Deca-Durabol (nandrolone decanoate) and Durabol (nandrolone phenyl propionate).

TOFRANIL-PROMAZINE.—*Constituents:* Imipramine and promazine. Imipramine is an iminodibenzyl compound with unusual antidepressant properties; promazine is a phenothiazine derivative used as a tranquillising agent. Combined therapy is claimed to have the advantage of relieving depression as well as associated agitation or anxiety. Prozine contains promazine with meprobamate.

PRINT AND PUBLICITY

PUBLICATIONS

Medical Propaganda

Manufacturers' leaflets, folders, booklets, etc., directed to doctors but available to pharmacists, BOOTS PURE DRUG CO., LTD., 37 Station Street, Nottingham: "For amebiasis the choice today is Furamide." (4-p. folder.)

DUNCAN, FLOCKHART & CO., LTD., 16 Wheatfield Road, Edinburgh, 11: "Ethyl chloride . . . general anaesthesia, local anaesthesia, counter-irritation" (8-p. booklet).

MAY & BAKER, LTD., Dagenham, Essex: Set of standard M. & B. reference cards; "Tæniasis . . . Anthiphen" (16-p. booklet); "Anesthesia . . . Largactil" (52-p. booklet); "Avomine and Stemetil in nausea and vomiting," "Bidi-zole eye drops . . . the new M. & B. sulphonamide," "But itching is best relieved orally with Vallergan" (4-p. folders); "For treatment of severe intractable nausea and vomiting . . . Stemetil" (blotter).

PAINES & BYRNE, LTD., Greenford, Middlesex: "In serious moments . . . Aminosol-Vitrum" (4-p. folder).

PARKE, DAVIS & CO., Staines Road, Hounslow, Middlesex: "For the coughing patient . . . Benylin expectorant" (blotter).

PHARMETHICALS (LONDON), LTD., Victoria Way, Burgess Hill, Sussex: "Primolut N . . . metropathia haemorrhagica" (4-p. folder).

ROCHE PRODUCTS, LTD., 15 Manchester Square, London, W.1: "Your elderly patient . . . Becosym" (leaflet); "Laroxyl . . . a new potent antidepressant" (12-p. booklet); "In gastrointestinal disorders . . . Libraxin" (8-p. booklet); "Librium . . . aches and pains" (4-p. folder).

VITAMINS, LTD., 16 Upper Mall, London, W.6: "A practical guide to low cost vitamin therapy and supplementation using liquid preparations" (folder).

WILLIAM R. WARNER & CO., LTD., Eastleigh, Hants: "Miscellanea (April)"—diary of events and folder containing literature on Lucofen, Peritrate S.A., Saroten, Uroluscil; "Nardil for depression with anxiety" (12-p. booklet); "When influenza takes its toll . . . Veganin plays an important rôle" (card).

Catalogues

THE DISTILLERS CO., LTD., Chemical division, Devonshire House, Piccadilly, London, W.1: Development products, pp. 6.

LAPORTE CHEMICALS, LTD., Luton, Beds: Descriptive list of products, pp. 34.

LEDERLE LABORATORIES DIVISION, CYANAMID OF GREAT BRITAIN, LTD., Bush House, Aldwych, London, W.C.2: Loose-leaf additions and amendments to list of products.

THE MURPHY CHEMICAL CO., LTD., Wheathampstead, St. Albans, Herts: Murphy fruit grower's booklet, 1962, pp. 144.

NEVILLE BROWN & CO., LTD., 93 New Cavendish Street, London, W.1: Photographic catalogue, 1962.

Booklets and Leaflets

HOPKIN & WILLIAMS, LTD., Chadwell Heath, Essex: "Stable dithiol derivatives"—organic chemical reagents monograph no. 43 (1962), pp. 8.

THE INTERNATIONAL NICKEL CO. (MOND), LTD., Thames House, Millbank, London, S.W.1: "Chromium-nickel stainless steels . . . mechanical and physical properties" pp. 32.

MIDLANDS SECTION and MICROCHEMISTRY GROUP, SOCIETY FOR ANALYTICAL CHEMISTRY, Technical College, Luton. Joint meeting. Afternoon visit to Rothamsted Experimental Station.
 ROYAL INSTITUTION OF GREAT BRITAIN, 21 Albemarle Street, London, W.1, at 9 p.m. Professor G. M. Carstairs on "Psychotic Illness and Artistic Production."
 SOUTHAMPTON SECTION, CHEMICAL SOCIETY, Institute of Education, Southampton University, at 5 p.m. Tilden lecture. Professor H. B. Henbest on "Stereo-selectivity in the Reactions of Cyclic Compounds."

Advance Information

BRITISH TRADE FAIR, Stockholm, Sweden. May 18 to June 3.
 EUROPLASTIQUE 62, Porte de Versailles Place, Paris, France, May 19-29.
 NATIONAL CHAMBER OF TRADE, Torquay, Devon. Annual conference, May 26-30.

NATIONAL PHARMACEUTICAL UNION, CHEMISTS' DEFENCE ASSOCIATION, LTD., and CHEMISTS' SICKNESS AND PROVIDENT SOCIETY, Connaught Rooms, Great Queen Street, London, W.C.1. Annual meetings, May 31.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, north hall, Liverpool Victoria Building, Bloomsbury Square, London, W.C.1, Annual meeting. At 10 a.m., appointment of scrutineers. At 8 p.m., declaration of Council election results and presentation of the Council's report and statement of accounts for 1961, May 16.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, Liverpool Victoria Building, Bloomsbury Square, London, W.C.1, at 10 a.m. Branch Representatives' meeting, May 17.

SECOND INTERNATIONAL RUBBER EXHIBITION and FOURTH RUBBER TECHNOLOGY CONFERENCE, Church House, Westminster, London, S.W.1, May 22-25.

SHOP EQUIPMENT AND SELF-SERVICE EXHIBITION, Empire Hall, Olympia, London, W.14. May 28 to June 1.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED
From the "Official Journal (Patents),"

April 26, 1962

Process for the preparation of euglobulin fractions from animal sera or plasma. P. L. Barral, 898,674.
3-diacetamido-2,4,6-triiodobenzoic acid and derivatives thereof. May & Baker, Ltd, 898,780.
Triiodinated diaminopropionic acid derivatives and their use in x-ray contrast media. Schering, A.G. 898,781.
Pulpy kidney disease/lamb dysentery/enterotoxemia vaccine. Glaxo Laboratories, Ltd. 898,783.
Antibiotic BA—I63, preparation thereof, and compounds of and compositions containing said antibiotic. Chas. Pfizer & Co., Inc. 898,936.
Hypocholesterolaemic compositions. Imperial Chemical Industries. 898,596.
Pharmaceutical antiviral compositions comprising isatin-β-thiosemicarbazone. Wellcome Foundation, Ltd. 898,855.
Therapeutic compositions for the treatment of anxiety states. Upjohn Co. 898,854.
Therapeutic glutarimide derivatives and preparation thereof. Chas. Pfizer & Co. 898,658.
Steroids and the manufacture thereof. Upjohn Co. 898,492.
Sublingual and like tablets having decongestant and antihistaminic activity. Carter Products, Inc. 898,659.
Therapeutic composition for the treatment of trauma. E. Revici. 898,660.
Steroids. Upjohn Co. 898,585.
Therapeutic compositions comprising 1-(1,2-diphenylethyl) pyrrolidine and salts thereof. Upjohn Co. 898,663.
Antitubercular compositions comprising substituted ethylene diamines. American Cyanamid Co. 898,928.
Salts of penicillins. Soc. des Usines Chimiques Rhône-Poulenc. 898,863.
Application of finely divided material. Benger Laboratories, Ltd. 898,649.
Production of carboxyphenyl derivatives of pentavalent phosphorus. Mid-Century Corporation. 898,943.
Preparation of members of the tetracycline series. American Cyanamid Co. 898,784.

Chromomycin A components of the antibiotic chromomycin. Takeda Pharmaceutical Industries, Ltd. 898,793.

Vitamin B₁ halides and process for the preparation thereof. Shionogi Seiyaku Kabushiki Kaisha. 898,685.

Sulphonamides. Merck & Co., Inc. 898,782.

Hydrazine derivatives. T. J. Smith & Nephew, Ltd. 898,879.

Method for the manufacture of mixed phosphorothioate esters. Dow Chemical Co. 898,755.

Production of amides. Distillers Co., Ltd. 898,757.

Polymeric quaternary phosphorous compounds and method of preparing same. American Cyanamid Co. 898,759.

Process for the production of xanthocillin. Arzneimittelwerk Dresden Veb. 898,498.

Conversion of chromomycin O and F into chromomycin A. Takeda Pharmaceutical Industries, Ltd. 898,794.

Ketals of methylenedioxypyropiophenone. Norda Essential Oil & Chemical Co., Inc. 898,581.

Herbicidal compositions. Shell Research, Ltd. 898,916.

Chemotherapeutic compositions for controlling plant rusts. Spencer Chemical Co. 898,951.

Treatment of aqueous liquids, such as cooling water, to inhibit scaling and corrosion thereby. Dearborn Chemical Co. 898,820.

Phosphorothioic esters and process for obtaining them. Montecatini Soc. Generale per l'Industria Mineraria e Chimica. 898,910.

Protovarine esters. Wisconsin Alumni Research Foundation. 898,587.

Compositions comprising plant growth regulators. Shell Research, Ltd. 898,915.

Method for the preparation of therapeutic non-adhesive, ventilating materials. N. Kawaguchi. 898,826.

Catamenial tampon. J. Y. Lettin. 898,920.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Building, Chancery Lane, London, W.C.2, from June 14.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," April 18

For pharmaceutical preparations and substances (5)

T-ZONE, 826,812, by Warrick Brothers, Ltd., Coventry.

For laxatives containing extract of senna (5)

SENAPLUS, B826,947, by Moore Medicinal Products, Ltd., Aberdeen, Scotland.

For vermin-exterminating preparations (5)

BIOTROL, 827,623, by Disinfestation, Ltd., East Grinstead, Sussex.

For sharpeners for safety razor blades (8)

INST-ONA, 827,696, by Herbert George Thompson, Tilchurst, Reading, Berks.

For objectives (lenses) for photographic cameras (9)

ELMAR, B817,414, by Ernst Leitz, G.m.b.H., Wetzlar, Germany.

For sound-recording and sound-reproducing apparatus and media for use therewith, all being magnetic (9)

KODAVOX, 824,888, by Kodak, Ltd., London, W.C.2.

For cameras (9)

SPORTSMASTER, B827,924, by Ilford, Ltd., Ilford, Essex.

For photographic apparatus and instruments; objectives (lenses) for photographic cameras, projection apparatus, cinematographic cameras, and projection apparatus (photographic and cinematographic), etc. (9)

LEICAFLEX, ORTHOMAT, 828,957-58, by Ernst Leitz, G.m.b.H., Wetzlar, Germany.

For teething devices for infants (10)

BABY BLOW, B821,709, by Kiddicraft, Ltd., Croydon, Surrey.

From the "Trade Marks Journal," April 25

For fungicides and insecticides (5)

POLYGUARD, 823,805, by Polycell Products, Ltd., Welwyn Garden City, Herts.

For cosmetics (3)

ARTEM, 829,502, by Hines Chemists, London, N.14.

For toilet preparations for colouring or tinting the hair (3)

COLOR-GLO, B790,298, by l'Oreal, Paris, France.

For soaps, dentifrices and depilatory preparations (3)

HAUTE MODE, B795,050, by l'Oreal, Paris, France.

For all goods (3)

SATIN JEUNE, 797,009, by l'Oreal, Paris, France, COVER GIRL, B828,001, by Crystal Products Co., Ltd., Surbiton, Surrey, GAY-LOX, 830,002, by Barton Gibson Products, Ltd., Oldham, Lancs.

For perfumes, toilet preparations (not medicated), cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), preparations for the hair, and soaps (3)

MONSAVO, 798,704, ELNETT, 800,526, by l'Oreal, Paris, France..

For face powders (non-medicated), lipsticks and cosmetics (3)

LOUIS PHILIPPE, 820,987, by Consortium Méditerranéen de Parfumerie, Monaco.

For tooth pastes for dentures (3)

DENTU-CREME, B826,491, by Stafford-Miller, Ltd., Hatfield, Herts.

For soaps and cleaning preparations, all in tablet or bar form (3)

FAIRY SPRAY, 827,414, by Thomas Hedley & Co., Ltd., Newcastle-on-Tyne.

For bleaching preparations; cleaning, polishing and scouring preparations; soaps, cosmetics; and hair tonics (3)

DIS, 828,999, by British Products Sanmex Co., Ltd., Rutherglen, nr. Glasgow.

For balms, being pharmaceutical preparations for use in the treatment of rheumatism (5)

DUBALM, 827,880, by Norma Chemicals, Ltd., London, N.W.3.

For pharmaceutical preparations and substances; chemical products for curative and hygienic purposes; medical and surgical plasters; materials prepared for bandaging; disinfectants; dental impression materials and substances; tooth stoppers; and bath salts for medical purposes (5)

Device, 819,678, by B. Braun, Melsungen (16), (Bezirk Kassel), Germany.

For x-ray contrast media for the diagnosis of conditions of the gall bladder (5)

CHOLEPAQUE, 822,757, by Winthrop Group, Ltd., Surbiton, Surrey.

For pharmaceutical preparations (5)

STIMUL, 823,403, by Lepetit, S.p.A., Milan, Italy. ELECSORB, 825,225, by J. P. M. Pharmaceuticals, Ltd., London, S.W.19.

For pharmaceutical preparations containing cantharides (5)

CANTHAROPLAST, 824,543, by Dr. Madaus & Co., Köln-Merheim, Western Germany.

For pharmaceutical preparations and substances for human and veterinary use (5)

SOL-TERCIN, 826,348, by British Drug Houses, Ltd., London, N.1.

For sedatives, being pharmaceutical preparations (5)

CIGENDA, 827,224, by Medana Pharmaceuticals, Ltd., Bradford, Yorks.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals

ANTHELMINTICS. A new class of compounds showing anthelmintic properties [Haloxon, O,O di(2 chlorethyl) O-(3-chloro-4-methylcoumarin-7-yl) phosphate]. *Nature*, April 28.

DRUG ACTION and the mind. *Discovery*, May.

DRUG ADMINISTRATION to cerebral cortex of freely moving dogs. *Science*, March 30.

DRUG EFFECTS on lever positioning behaviour. *Science*, March 30.

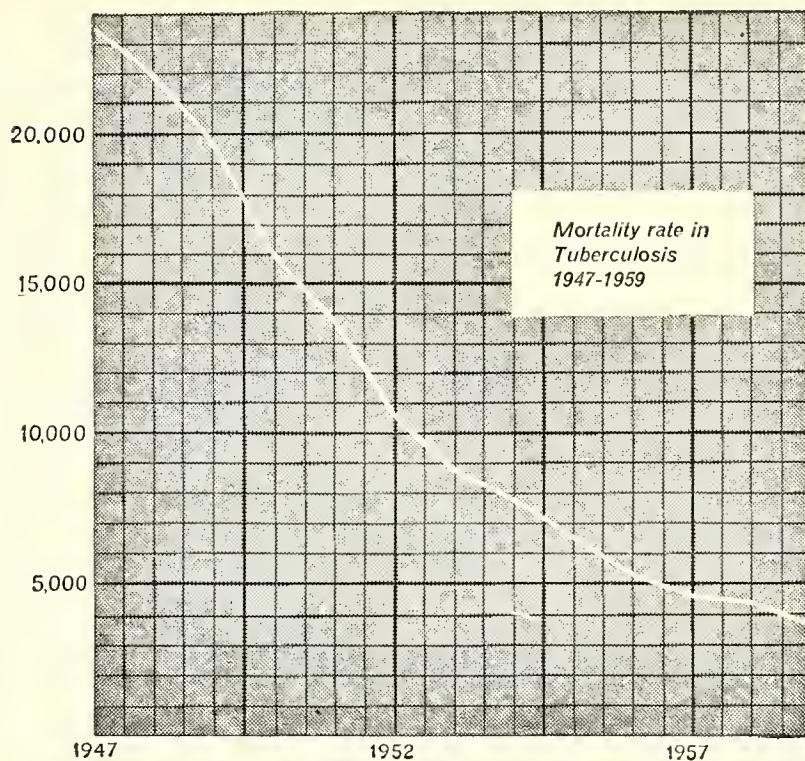
PENICILLINS. Antibacterial activity of the. *Brit. med. J.*, April 28.

TREATMENT of bacillary dysentery. *Brit. med. J.*, April 28.

INTERFERON. Effect of, on vaccination in volunteers. *Lancet*, April 28.

INTERFERON. Vaccinal keratitis treated with. *Lancet*, April 28.

DICHLORPHENAMIDE in chronic pulmonary emphysema. *Lancet*, April 28.



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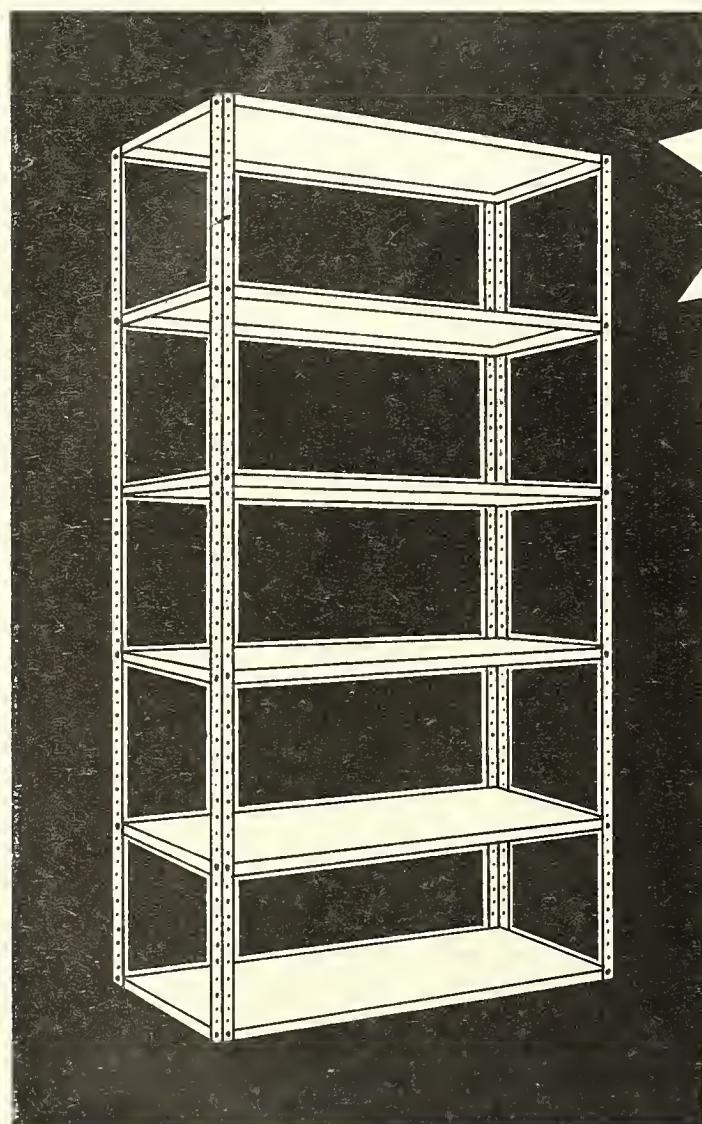
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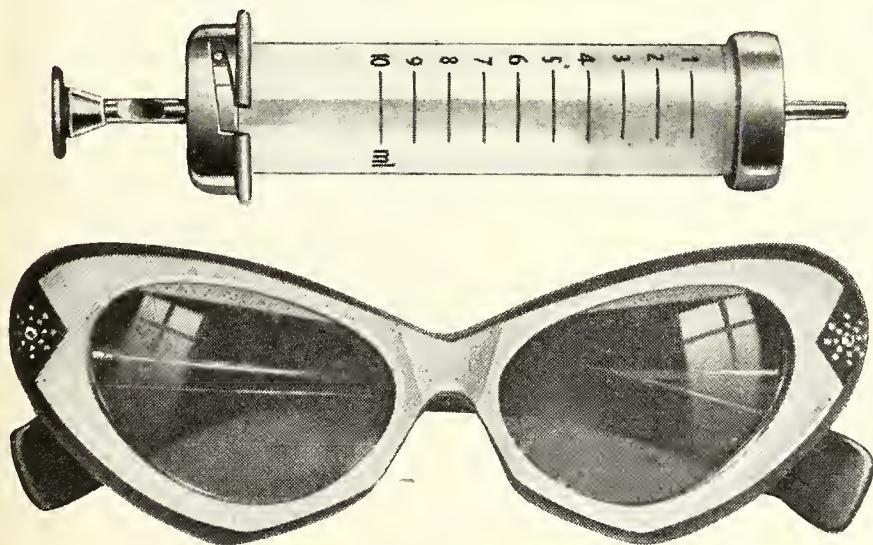
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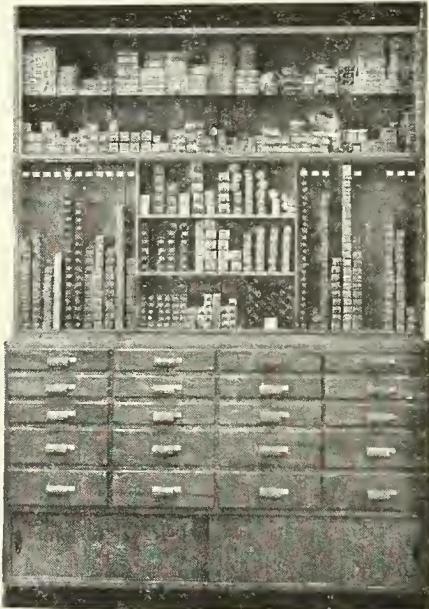
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	(Large) 2/7d (Small) 1/9d	1 dozen 2 dozen	22/6d 13/6d	3/4½d 2, 0¼d
RIBENA	3/11d	1 dozen	34/5d	5/2d
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* Fixed Price

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" "	50 "	4'11	" "
" "	100 "	7'9	" "
Strip packed	5 "	12'-	per gross
" "	25 "	2'6	per dozen
" "	100 "	7'6	" "

CODEINE Compound B.P.

Bottles of:	12 tablets	5'3	per dozen
" "	25 "	9'-	" "
" "	50 "	16'-	" "
" "	100 "	30'-	" "
Strip packed			
cartons of:	12 tablets	4'9	per dozen
" "	24 "	8'-	" "
" "	50 "	15'-	" "
" "	100 "	28'-	" "

A.P.C. (B.P.C.)

Bottles of:	25 tablets	6'-	per dozen
" "	100 "	18'-	" "
Strip packed			
cartons of:	12 tablets	5'-	per dozen
" "	100 "	16'6	" "



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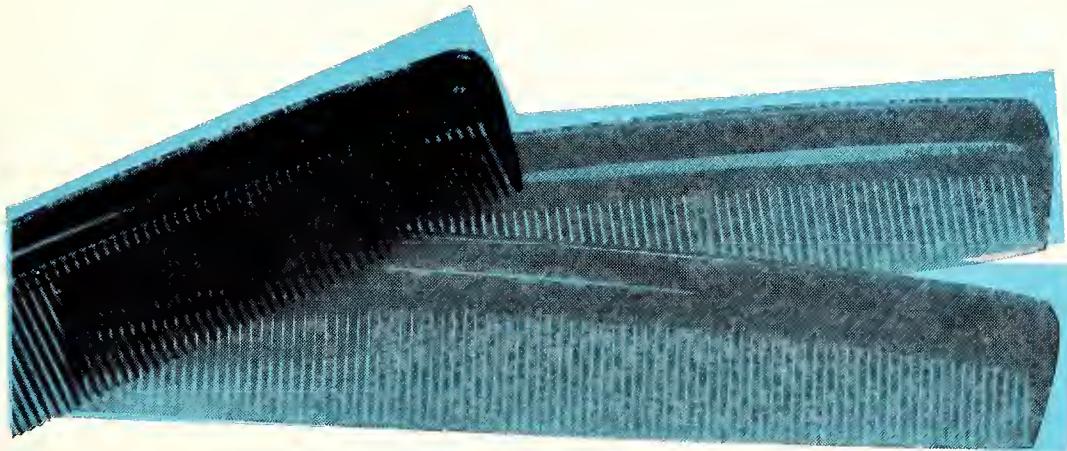
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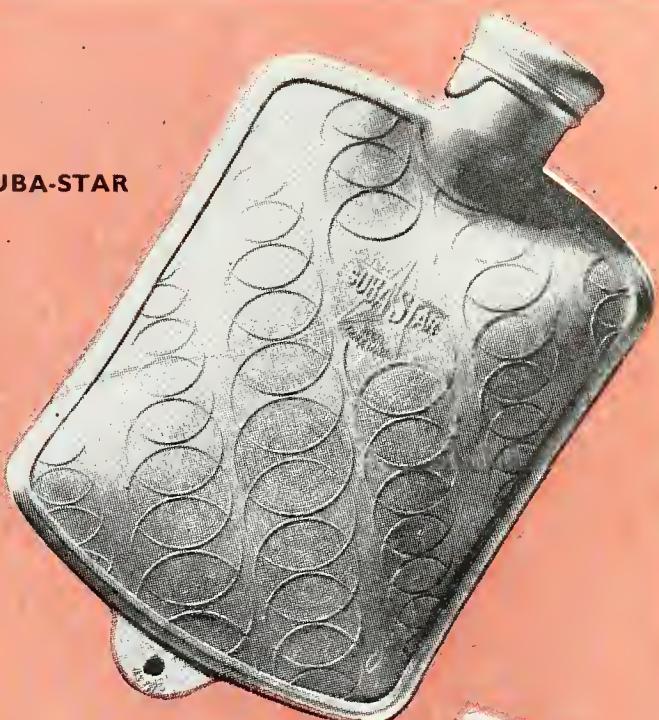
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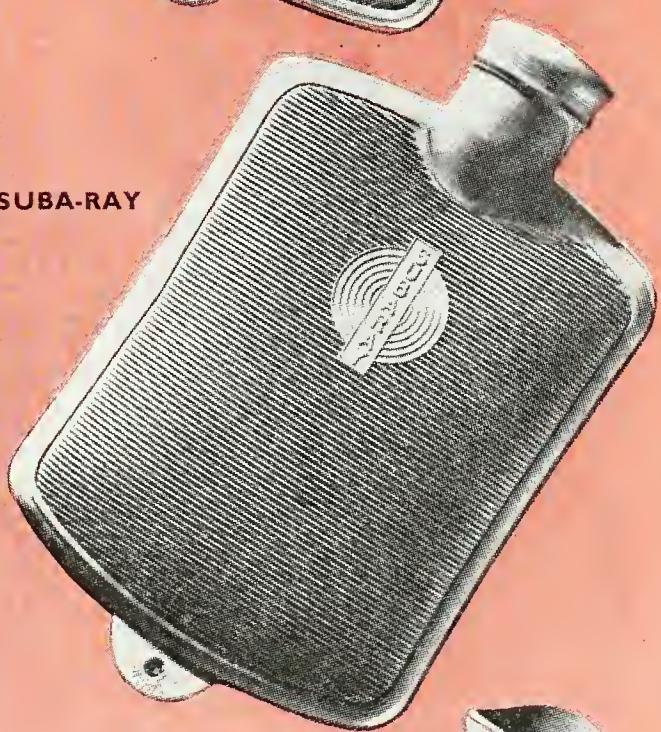
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SUBA-STAR



SUBA-RAY



BARA



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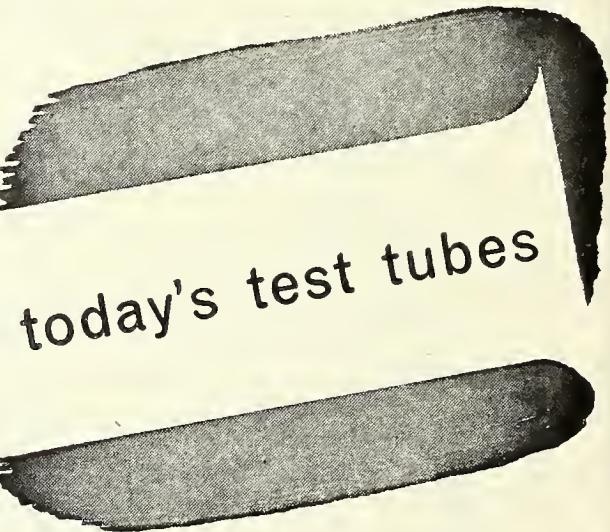
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In the research laboratories of industry, chemists continue the search for new formulæ and new compounds to resolve their manufacturing problems.



In various fields, and in liaison with industry, the Research Division of The Washington Chemical Company Ltd. is making significant advances in the production of new grades of magnesium chemicals for particular applications.

By drawing on the Company's century of experience, chemists are able to specify special grades of Pattinson's magnesium carbonates and oxides—confident that all deliveries will maintain the same high standards of quality. From the laboratory through to production, Washington chemicals may be depended upon for absolute consistency.

Pattinson's is a registered trade mark of The Washington Chemical Co. Ltd.

THE WASHINGTON CHEMICAL CO. LTD.

A member of the TURNER & NEWALL GROUP WASHINGTON, COUNTY DURHAM, ENGLAND

Telephone: Washington 3333

Telegrams: Chemical, Washington Station, County Durham

LONDON: Empire House, St. Martin's le Grand, London, E.C.1

Telephone: MONArch 6898

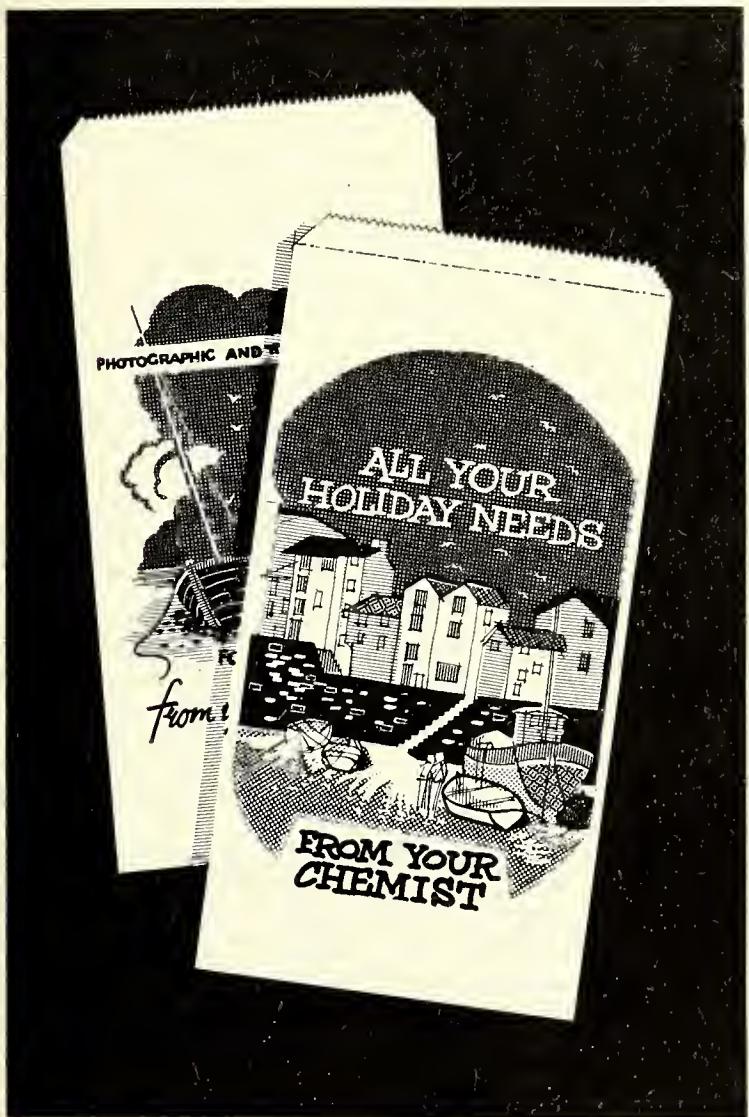
MANCHESTER: 220/222 Corn Exchange Buildings, Cathedral Street, Manchester, 4.

Telephone: BLAckfriars 4401

Agents throughout the world

Certor range of Counter Satchels

Order the four-coloured Holiday Satchel NOW



The new Certor No. 8 Counter Satchel has been specially designed for the holiday season. Gaily printed in four bright colours on strong bleached kraft paper, it's the ideal wrapper for summer trade. Make sure you're well supplied!

IN THREE SIZES (Strung in 100s)

No. 8	5" x 7" x 9½"
No. 8B	4" x 5¾" x 7½"
No. 8A	6" x 8½" x 12"

COMPOSITE OFFER

1000 No. 8	45/-
500 No. 8B	
250 No. 8A	

Send for our wrappings wallet containing this and other satchels in the Certor range

Macdonald & Son Limited

PORTLAND MILL ASHTON-UNDER-LYNE LANCs
25 HOLYWELL ROAD LONDON E.C.2

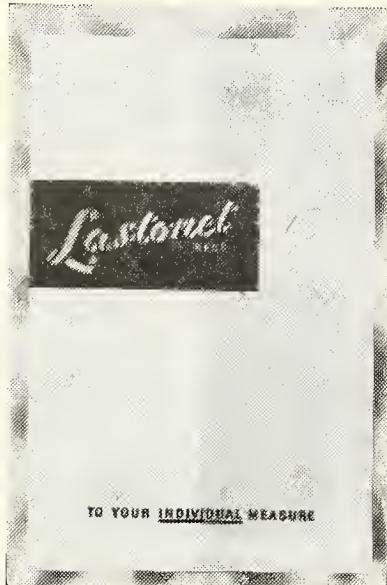


Take
advantage
of

3 - 5
DAY SERVICE

**STANDARD AND
LIGHTWEIGHT
ELASTIC NET**

VARICOSE VEINS, TIRED ACHING LEGS. If you have seen samples of Lastonet standard and lightweight elastic net you will appreciate how cool, firm and comforting this material is. All Lastonet elastic net stockings are made to measure thus providing EVEN SUPPORT. Supplied under the N.H.S. within 3-5 days on receipt of your order. POST FREE.



24 HOUR SERVICE

AND OUR SERVICE IS **POST FREE**

**STANDARD AND LIGHTWEIGHT
ELASTIC YARN**

If your customer prefers a yarn stocking, recommend Lastoyarn standard weight or Lastofine lightweight elastic yarn stockings. Made from the finest elastic yarn with Helanca tops and heels for comfort and long wear. Lastoyarn are available in large, medium or small sizes, Lastofine in normal foot sizes. Both are supplied under the N.H.S. by return. POST FREE. Made to measure if required, with slightly longer delivery. Your requirements in One-Way Stretch both seamed and seamless can also be supplied



INCORPORATING **BRI-NYLON** * REGD. TRADE MARK BRITISH NYLON SPINNERS LIMITED

LASTONET PRODUCTS LTD • REDRUTH • CORNWALL

Hibitane

CHLORHEXIDINE *

is the modern antiseptic

*"We rely on the antibacterial properties of chlorhexidine
as our first line of defence against infection."*

Lancet (1957), i, 862

CHLORHEXIDINE was discovered in the I.C.I. Research Laboratories. It represented a major break-through in the field of antiseptics, and was selected from many hundreds of compounds specially synthesised as anti-bacterial agents. Since its introduction seven years ago this powerful anti-bacterial agent of an entirely new chemical type has already been the subject of more than 60 published papers in the medical and veterinary press in this country alone. It is described in the British Pharmacopoeia.

The exceptional value of chlorhexidine as an antiseptic is now well established. It is effective against a wide range of bacteria and is highly active against both Gram-positive and Gram-negative organisms even under the most stringent conditions. The quotation given above is typical of the conclusions reached by those who have studied its activity and place in modern aseptic disciplines.

CHLORHEXIDINE is available in a wide range of preparations sold under the registered trade mark 'Hibitane'.

*B.P. Monographs: Chlorhexidine Gluconate Solution and Chlorhexidine Hydrochloride

Hibitane FOR EFFECTIVE AND SAFE ANTISEPSIS

Ph179



IMPERIAL CHEMICAL INDUSTRIES LIMITED PHARMACEUTICALS DIVISION WILMSLOW CHESHIRE



**EXTRA PROFIT
BONUS OFFER**
FROM
PRETESTED PRODUCTS

ONE FREE

IN EVERY 12 FOR

Carters
LITTLE LIVER PILLS

Arrid
DEODORANTS

Nair
DEPILATORIES

OFFER
CLOSES
MAY 11th

Minimum order
3 dozen
assorted products

PLUS SPECIAL DISPLAY ALLOWANCES!

3 cases 5% allowance • 5 cases 7½% • 10 cases 10% • 25 cases and over 12½%

AND

Biggest ever TV campaign

CARTERS

Over 80 spots
June to September
LONDON MIDLANDS
NORTH

ARRID

Nearly 50 spots
May to August
LONDON MIDLANDS
NORTH SCOTLAND

NAIR

Over 30 spots
May to August
SOUTHERN

**will reach millions of customers
many times over!**

MER-29

Since introduction in 1960, MER-29 (triparanol) has been promoted only to hospital specialists. These doctors have now been informed by letter of our decision to discontinue this product.

Accordingly, in our decision to discontinue the product, we wish to give full credit on all stocks of MER-29 returned to us by the 1st June, 1962. Open packs will be credited pro rata.

IMPORTANT

Please complete this slip and enclose it with returned stock to:

Merrell-National (Laboratories) Ltd.,
20 Savile Row,
London, W.1

Your Name and Address

Name and Address of Wholesaler to whom Credit should be sent

OPENED PACKS	FULL PACKS
30's _____	30's _____
100's _____	100's _____

SCHICK DEALERS!
WIN A
MINI-MINOR!
VALUE
MORE THAN £500
AND AN
EXCITING CONTINENTAL
HOLIDAY
IN THE
NEW SCHICK 10.66
COMPETITION

OPEN TO ALL
SCHICK STOCKISTS
AND THEIR EMPLOYEES



SCHICK 10.66
THE SHAVER WITH THE CERTAIN SALE!



SCHICK FIRST AGAIN WITH THE SHAVER THAT OUTDATES ALL OTHERS

Schick 10.66 * 3 speeds to suit every beard * 3 head-settings for all conditions of skin—tough to tender * World's largest shaving area. 30% more than any other electric shaver * Contoured shaving head for nick-free shaving * Powerful motor * Easy-grip shape for comfortable handling at any angle. 1,066 slots for faster, easier shaving.

Schick 10.66 Backs up your sales potential with powerful peak time half-minute TV spots
in London, Midlands, Northern, Southern and Scottish TV areas.

Now see below for details of how you can enter the new Schick 10.66 Competition.

1st prize: a new Mini-Minor **2nd prize:** a Vista Tours 12 day holiday for two in the sunny Austrian Tyrol.

YOUR ENTRY FORM FOR THE NEW SCHICK 10.66 COMPETITION!

OPEN TO THE RETAIL SHAVER TRADE ONLY Name

Home Address

Business Address

I am a 10.66 stockist/employed by a 10.66 stockist (delete where not applicable).

Place the following features of the 10.66 in what you consider to be their order of selling importance.

Feature	Order	FINALLY—What in your opinion is the most powerful sales point for any electric shaver versus the blade. (max. 25 words).
1. Largest ever head for shaving speed.
2. 3 speeds to suit all beards.
3. Contoured surgical steel shaving head for extra comfort.
4. 3 head settings to suit all types of skin.
5. Shatter resistant shell
6. Powerful motor producing over 10,000 revs. in top speed!

I agree to abide by the rules of the competition and accept the judge's decision as final.

Date Signature

Final date for entries—30th June, 1962.

Winning entrants will be notified, and names published in the trade press by 16th July, 1962.

Send this entry form now to:

Schick 10.66 Competition, Dept. CD: Newpound, Wisborough Green, Near Billingshurst, Sussex.

Shopping starts here for



Week after week in the women's mass market, **WOMAN'S OWN** carries the sales message of the nation's leading manufacturers of beauty, toilet, health and allied products into the homes of 7,329,000 women in Britain. In the colourful, informative and entertaining context of this great magazine advertisers' announcements freely command the confidence and consideration which bring these readers to the point of sale. Advertisements in

WOMAN'S OWN* mean increased sales for you. They build brand loyalties, promote pack recognition and directly influence the buying decisions of more than one in three of all your customers. *If you would like more detailed information about WOMAN'S OWN as an advertisement medium, you are invited to contact the Advertisement Director, George Newnes Ltd. Tower House, Southampton Street, London, WC2 Temple Bar 4363 (60 lines)*

READERSHIP FIGURES FROM IPA SURVEY JULY 1960—JUNE 1961

woman's own -where

7½ million women

These are among the advertisers who choose the power and impact of WOMAN'S OWN to increase your sales

Aero Shampoo
Amami Waveset
Anadin
Andrex
Angiers Junior Aspirin
Aspro
Astral Skin Cream
Astral Cream Soap
Bathjoys
Beechams Pills
Jenger's Food
Bourjois Ltd
Breeze
British Chemotheutic Products Ltd
Bu-to
Cadmum
California Syrup of Figs
Camilatone Ltd
Cannon Rubber Co.
Check
Colgate Dental Cream
Cooltan
Coty Products
Crookes Lacto Calamine
Cusson's Imperial Leather Toilet Soap
Cutex
Cuticura Products
Dae Health Laboratories
Delrosa Rose Hip Syrup
Dr. Wernet's Powder
Dettol
Du Lundi Body Mist
Elizabeth Arden Ltd
Endocil
E. P. Tablets
Evan Williams
Ex-Lax
Farley's Infant Foods
Field's Fragrances
Formula 21
Gala of London Ltd
Germolene
Germoloids
Go Deodorant
Gon
Golden Babe Baby Pants
Golden Ltd
Gordon Moore
Toothpaste
Grossmith Ltd.
Soya Cosmetics
Harmony
Ieinz Baby Foods
Helena Rubinstein Ltd
Johnson & Johnson (GB) Ltd
Kodak
Lanolin Plus
Lemskin
Lifebuoy Toilet Soap
Lil-lets

Lloyd's Adrenaline Cream
Limmits
Luft/Tangee Ltd
Marzine
*Max Factor
Medac
Mimosept
Moore Medicinal Products
*Morny Ltd
Murine
Nailoid
*Norman Hartnell
Nurse Harvey's Mixture
Odo-ro-no
Oil of Ulay
Optrex Ltd
Outdoor Girl
Pacquin Hand Cream
*Palmolive Soap
*Pears Soap
Phenics
Philips 'Milk of Magnesia'
Pin-Up
Poli-grip
*Ponds Angel Face
Prom Home Perm
Pro-Plus
*Rapidol Ltd
*Revlon
Ribena Pastilles
*Richard Hudnut
Rimmel
Robinson's Nikini
Savlon
Saxin
Scholl Manufacturing Co Ltd
Sebbix
*Shulton Ltd
Sleepies
Soothe
Spraymist
*Stablond
*Steiner Products
*Sunsilk
Superma Ltd
*Supersoft Shampoo
Swandon Cosmetics
Sweetex
*Tampax
Tokalon Ltd
Twink
Velouty de Dixor
Vick
Vitapointe
Vykmyn
Woodwards Gripe Water
Wrights Coal Tar Shampoo
*Yardley

*denotes colour advertiser

shopping starts



'TYROZETS'

SUMMER BONUS⁵ OFFER!

Sore throat is not exclusively a winter ailment! There is a brisk demand for 'TYROZETS' in summer too. We are, therefore, pleased to be able to offer again special summer terms:

STRICTLY LIMITED PERIOD 30th APRIL to 12th MAY

Parcels of 6 dozen tubes invoiced at £5.5.0.
instead of the usual £6.0.0.

Larger quantities pro rata. Any number of parcels
may be ordered.*

'TYROZETS' Throat Lozenges

REGD

Tyrothrinic 1 mg., benzocaine 5 mg., per lozenge. Retail price 2s.6d. per vial of 12 (Exempt p.t.)

* Order direct from :



MERCK SHARP & DOHME LIMITED, HODDESDON, HERTS



Silvikrin Shampoo

*Look
at
this*

- 1 NEW fragrant perfume
- 2 NEW larger sachet
- 3 NEW elegant bottle label
- 4 SPECIAL introductory consumer offer on bottles,
"3d. off" small pack, "5d. off" large pack
- 5 SPECIAL heavy television advertising campaign reaching all your customers repeatedly
- 6 SPECIAL trade offer—one in every dozen completely FREE on sachets and reduced price offer packs—let our representative give you the details of this profitable new offer.

Silvikrin Shampoo—the brand leader with the fantastic success story

Silvikrin Shampoo, the brand leader for eight years in an ever-expanding market, has the biggest stock turnover of any shampoo on the market and Silvikrin Shampoo sales continue to increase. With these latest improvements, Silvikrin Shampoo will become more

popular than ever before. Silvikrin has been dominating the market for eight years; now sales will be boosted even higher through 1962. Make sure you have sufficient stock to meet the increased demand that will certainly come.

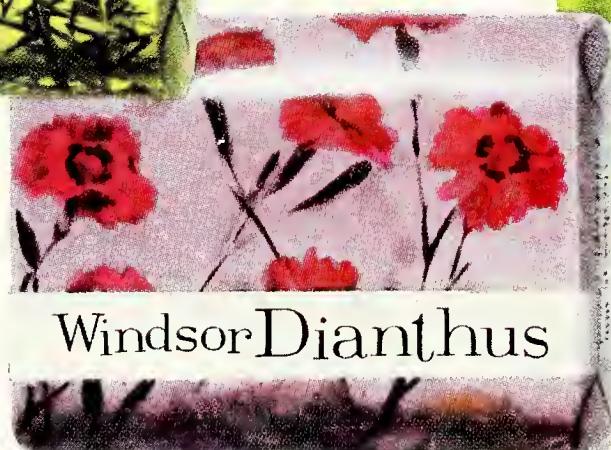
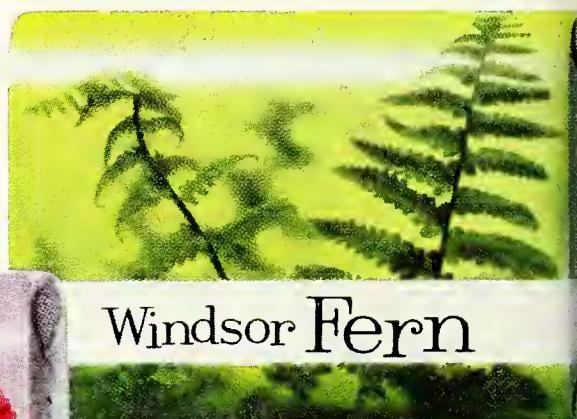
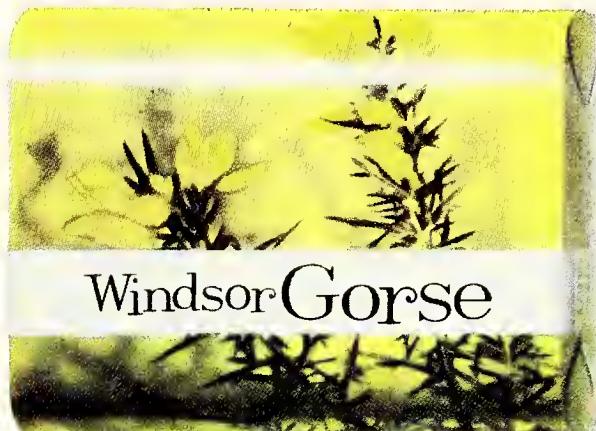
COUNTY LABORATORIES LTD., BEECHAM HOUSE WEST, GREAT WEST RD., BRENTFORD, MIDDX. ISL 4171

New

LAUNCH DATE MAY 21

WINDSOR SERIES

exciting new range of fine soaps and matching toilet preparation



*By Appointment to
Her Majesty the Queen
Toilet Soap Makers
Roberts Windsor Ltd*

New from the house of



*By Appointment to
Her Majesty the Queen Mother
Toilet Soap Makers
Roberts Windsor Ltd*

ROBERTS WINDSOR
LONDON · WINDSOR · NOTTINGHAM

*NEW SHAPE
NEW PACKS
NEW FRAGRANCES*



Windsor Lavender

Take your first look at the new WINDSOR SERIES. And look out for the powerful introductory advertising campaign — starting May 25th — to boost your first sales.

ALL IMPACT - FULL COLOUR ADVERTISING

ALL and DOUBLE PAGES - TOP MAGAZINES

LUNCH DATE: MAY 25TH

ATTRACTIVE INTRODUCTORY OFFERS

plus Parcel Schemes

— details from our representatives

powerful advertising, new shapes, packs and fragrances, will soon establish the new WINDSOR SERIES and make it one of your "best-selling" lines. Be ready for the launching date!

THE FULL RANGE OF TOILET PREPARATIONS IN EACH FRAGRANCE



Each New Windsor fragrance comes in toilet and luxury size soaps, bath disks, bath cubes, talcum powders and cologne sticks.

Sunbeam

*repeat their sensational
CASH BONUS OFFER—*

AND DOUBLE IT!

**Sell ONE, TWO or THREE
PERSONAL REWARD**

5/- FOR EACH

**Sell FOUR or more
PERSONAL REWARD**

10/- FOR EACH

HERE'S YOUR OPPORTUNITY to cash-in personally on the growing Sunbeam Shaver sales. On every Sunbeam Shavemaster sold in your shop—between 1st May and June 30th 1962—the salesman making the sale will receive 5/-, following receipt of the customer's guarantee card by Sunbeam. All the salesman has to do is complete the guarantee card as illustrated.

And that's not all! If, during the period, 4 or more cards are received by Sunbeam (bearing the same salesman's name) a further 5/- for each sale will be sent. Thus, four Sunbeam Shavers sold equals a total of £2 in bonus awards; five will equal £2.10.0 . . . and so on.

Note: Offer applies only on sales of Sunbeam Shavemaster (models XS and XSM) showing guarantee card date as purchased between May 1st-June 30th 1962.

A minimum of 4 correctly completed cards, showing the same salesman's name, must be sent in during the period to qualify for doubled bonus.

Here's how to mark the cards that will bring you the cash!

Complete the relevant sections of the Guarantee Card while the customer is in the shop.

Then fill in—as shown, and in block letters—your name, as the salesman making the sale.

Sunbeam will send the salesman named his 5/- bonus award direct. If, by the end of the period i.e. June 30th 1962, 4 or more guarantee cards have been received from the same salesman, a further 5/- for each will be sent as a double bonus payment.

COMPLETE THIS PART WITHIN 10 DAYS OF PURCHASE AND RETURN IT TO SUNBEAM ELECTRIC LIMITED	
Guarantee registration card	
Sunbeam SHAVEMASTER	
Name	WILLIAM JONES
Address	48 BRIDGE STREET, ROTHERHAM, YORKS
Purchased from	BELL ELECTRIC LTD.
Supplier's address	MAIN STREET, JOHN SMITH
Date bought	9/4/62
CHASE AND card	
STER W.J.BOWN	
A ROBERTSON & SON	
Dealers Name	21, HIGH STREET,
Address	ANY TOWN
Date of purchase	9/4/62
YOUR HELP in answering these simple questions will be appreciated	
1. Have you ever owned an electric shaver before? If so what make? NO	
2. For how long have you been shaving? 10 YEARS	
3. What made you buy a Sunbeam Shavemaster? Was it a gift? If so, what occasion?	
BIRTHDAY	
Because of a friend's recommendation? <input type="checkbox"/>	
Because of a dealer's recommendation? <input checked="" type="checkbox"/>	
Because of advertising? <input type="checkbox"/>	
Because you're tired of other methods of shaving? <input type="checkbox"/>	
THANK YOU	
No 14029	

ONLY SUNBEAM HAS A

£2 TRADE-IN ALLOWANCE TOO!

—a big sales incentive in itself

SELL THE SUNBEAM SHAVEMASTER

with these exclusive features!

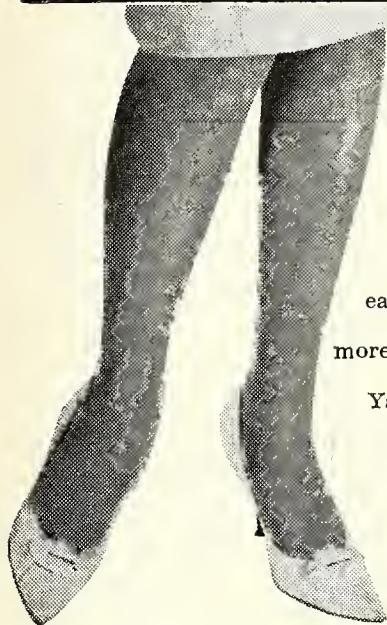
REAL HOLLOW-GROUND SWEEP BLADE—cuts keenly and closely through the toughest bristles with true razor action . . . MICRO-THIN SHAVING HEAD—traps every bristle right down to skin level—ensures fullest contact and coverage of the maximum shaving area . . . EXCLUSIVE 16-bar armature motor. Only with such a superb unit can you get sufficient shaving power to give a real man's shave.



YOU MAKE MORE MONEY WITH Sunbeam

NO NEED FOR MEASURING AND FITTING

except in very abnormal cases



The Chemist's life is made easier, and his customers are more satisfied, when he supplies Yalcs Nylon Elastic Hosiery.

Its true two-way stretch provides the versatility which permits a wide range of fittings and dispenses with nearly all special measurements. Leading Chemists require Surgical Hose that is second-to-none, plus superlative service. Yalcs is the complete answer.



Full-footed or open-toe Obtainable under N.H.S.
48/- per pair



Full-footed, seamed Elegantly sheer
63/- per pair



Full-footed, Fashioned
48/- per pair



Mesh texture gives fine appearance on leg.
63/- per pair

Yalcs

nylon
elastic
hosier

Sales Agents:
Glenside (London) Ltd., 37 Percy Street,
London, W.I.

Distributors for Eire:
Rexall Drug Co. Ltd., Duke Lane, Dublin

LENTON PRODUCTS LTD., Grove Road, Lenton, Nottingham

No more
Nappy
Washing

Why wash nappies? Mother and baby benefit so much with
**PADDI AND
PADDI-pads**

What could be simpler? PADDI, a scientifically designed nappy holder in special soft plastic—adjustable for perfect fitting as baby grows; and PADDI-pads—modern disposable nappies made from cellulose tissue of surgical quality, faced with cotton wool. Velvet soft and extra-absorbent, PADDI-pads reduce the risk of nappy rash, and are highly recommended by doctors and nurses. Change now to PADDI and PADDI-pads—softest and best yet cost less!

On sale everywhere.
PADDI garment — Small, Medium and Large 5/6d. each. Extra Large 6/11d.
PADDI-pads — 1/9d. per packet of 10.

FOR FREE LEAFLET WRITE TO
ROBINSON & SONS LTD., WHEAT BRIDGE MILLS, CHESTERFIELD

**Eye-catching advertisements
attract modern mothers to
PADDI AND PADDI-pads**

"No more nappy washing" is wonderful news for busy mothers. No wonder they're switching to PADDI and PADDI-pads—the adjustable nappy-holder and disposable pads. So soft and smooth for baby's skin—so simple for mother.

They will see the advertisements for PADDI and PADDI-pads in many widely read publications—make sure you are ready to meet the growing demand.

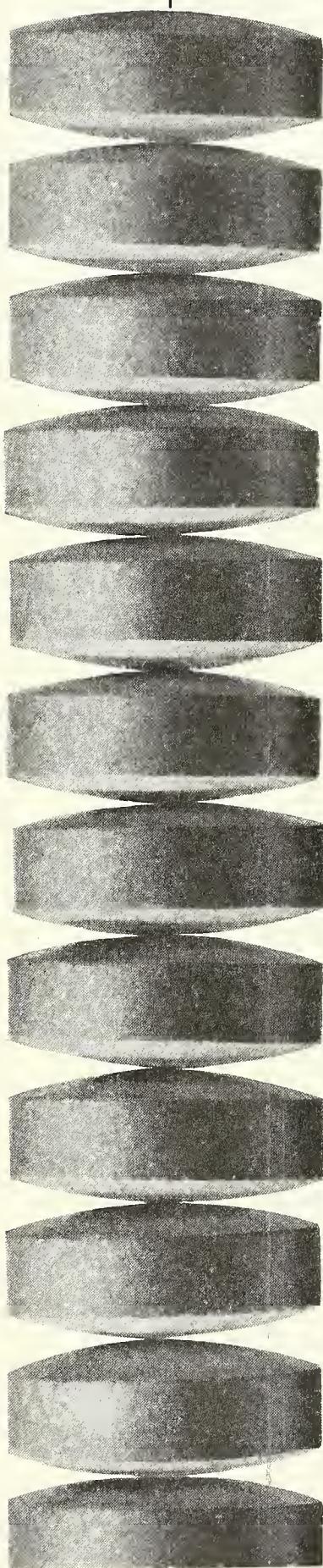
PADDI garment Selling price: 5/6d. each.

PADDI-PADS Selling price: 1/9d. per packet of 10.

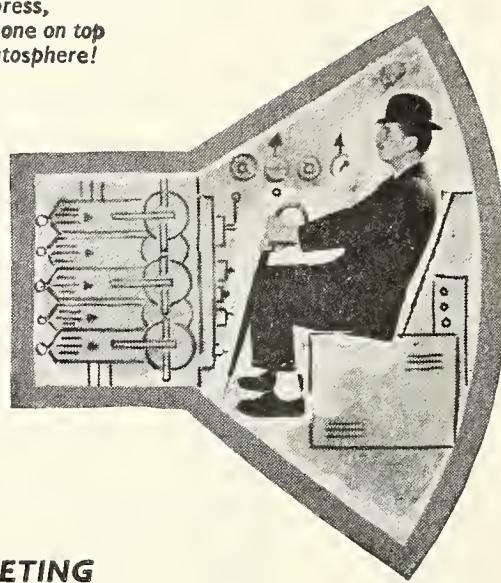
Note: You may obtain a special discount of from 5% to 10% by including "Mene Towels" on your order for "PADDI-pads"—ask about it now!

ROBINSON & SONS LIMITED
WHEAT BRIDGE MILLS, CHESTERFIELD

TABLET TALK



If the tablets produced by the Manesty Rotapress, in twenty-four hours' running, were piled up one on top of another, they'd reach way up into the stratosphere!

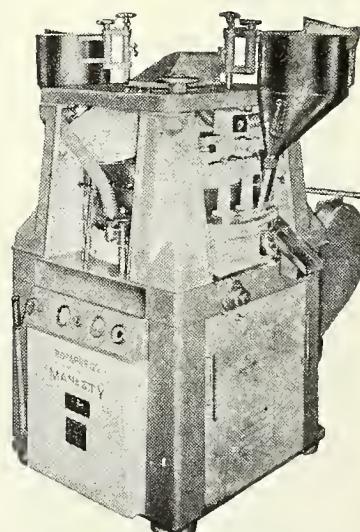


NON-STOP HIGH-SPEED TABLETING

The Manesty Rotapress is the most productive tablet machine in the world, and with its power-operated Rotary Feeds it enables high-speed tableting to be maintained non-stop. The Rotary Feeds also give improved results with many materials that cannot be tableted on other machines. The Rotapress is of entirely new design and embodies all the latest improvements in precision engineering, lubrication and construction. It is of the Double Rotary type and is offered in three series: Rotapress '55' which has a maximum tablet diameter of 7/16" and an output of up to 5,280 tablets per minute; Rotapress '45' with maximum tablet diameter of 5/8" and an output of up to 4,320 per minute; and Rotapress '37' which has a maximum tablet diameter of one inch and an output of up to 3,552 per minute. The Rotapress has been designed with the accent on cleanliness and accessibility. Our engineers will be pleased to co-operate with you on any special adaptation of these high speed machines to cater for special requirements. May we send you further details?

MANESTY ROTAPRESS

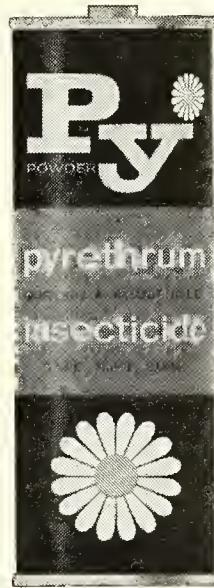
MANESTY MACHINES LTD. • SPEKE • LIVERPOOL 24.
Telephone: Hunts Cross 1972. Telegrams: Manesty, Liverpool 24



PUNCHES AND DIES • MIXERS • COATING PANS • DRUG MILLS

MANESTY

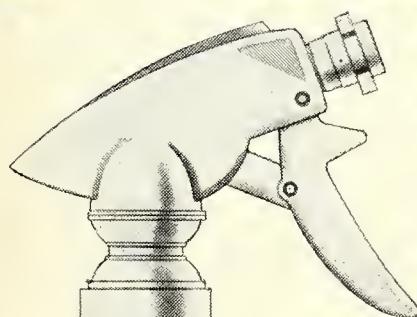
DRYING OVENS • GRANULATORS • AUTOMATIC WATER STILLS • COMMUNTING MACHINES



PROFIT

FROM

PY spray



New powerful Py-Spray insecticide kills insects instantly. Py-Spray is made of *natural* African Pyrethrum. Safe, fast, sure, in the garden and the house. Non-toxic, cannot harm children, pets or birds. Safe with all crops and foods. There's a large range of practical Py-packs and sizes at keen prices. There's one of the most powerful advertising campaigns you've ever seen launched in the national press and on TV. There's going to be a huge demand for new Py-Spray insecticide. Get your stocks in now—

there's profit in Py-Spray

POWERFUL

Deadly effective against houseflies, greenfly, blackfly, ants, cockroaches, moths, thrips, aphids, caterpillars.

SAFE

Non-toxic; harmless to children and animals; safe with all food.

PRACTICAL

Range of handy Py-Packs, in powder and liquid form. Py-Puff 2/6 and 3/9; Py-Concentrate 5/9 and 3/9; permanent refillable Py-Powerspray including two charges of Py-Concentrate 12/6, Py-Spray Household Aerosol 3/9.



Trade enquiries welcome. Please write or telephone: The Py-Spray Co Ltd, 2-4 Fitzroy Street, London W1 Tel: LANgham 7574

Achieve peak colour sales this summer — with the new



TOP RANK

Comprehensive Processing Service

● COMPREHENSIVE PRODUCTION FACILITIES

With the addition of ILFOCOLOR, FERRANIACOLOR and ADOXCOLOR, Top Rank now have *separate* production lines for processing, printing and enlarging all major makes of film. (See below)

● SPEEDIER ONE-BAG SERVICE

Now you can send *all* your D and P work to one laboratory. This not only means huge reductions in postal costs but also valuable time saved in filling out only one order pad.

● REDUCED PRICES

The new Top Rank facilities mean lower prices—proof yet again that Top Rank are setting the pace in popularising colour photography!

E.g. Now $2\frac{1}{2}'' \times 3\frac{1}{2}''$ Snap-Size prints at 1/3d. each! (Ilfocolor excepted).

Enprints at 2/- and 1/9d. each! (all negatives).

Ilfocolor prints 1/6d. each.

5" x 7" enlargements (in folder) at 5/6d. each!

● GUARANTEE OF QUALITY

To guarantee satisfaction Top Rank experts examine all negatives and transparencies. Only those which will give satisfactory results are printed and charged for, although an alternative service is available for prints from sub-standard negatives.

● SALES AIDS & CONSUMER PROMOTIONS

On-the-spot selling is made easy with Top Rank's exciting new range of original and eye-catching display material—all featuring actual colour photographs. The packaging is equally attractive, and there'll be giveaway colour leaflets for your customers. Colour advertisements will be appearing in "Photography" and "Colour Photography"; whole page advertisements in "Amateur Photographer", "Good Photography" "Practical Photography" and many other magazines.

They're getting the best of everything from TOP RANK

ALL THESE PROCESSES

KODACOLOR	AGFACOLOR	EKTACHROME
ILFOCOLOR	ADOXCOLOR	FERRANIACOLOR rev.
GEVACOLOR	FERRANIACOLOR	BLACK AND WHITE
neg (new)		

SEND TO TOP RANK FOR YOUR Dealer's Guide, order pad, labels, etc.



TOP RANK LABORATORIES LTD

Cumberland Avenue, Park Royal, London, N.W.10 Tel: ELGar 1161

THE RANK ORGANISATION
FILM PROCESSING DIVISION



BE
BE

YEARS

AHEAD

WITH

ALDISTHE WORLD'S FINEST
COLOUR SLIDE PROJECTORS

Distributed by

NEVILLE BROWN

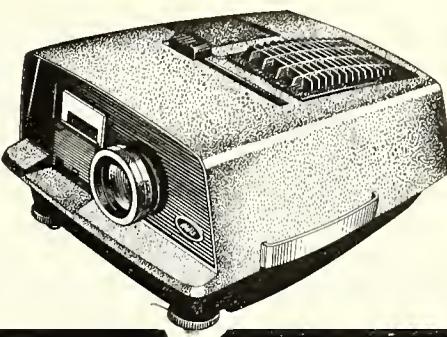
NEVILLE BROWN & CO., LTD. LONDON, W.I

ALDIS XT 150

Automatic magazine projector with finger-tip operation of slide-changing lever and back spacer. Magazine takes 30 2" x 2" or Super slides. 8.5 cm. f/2.5 lens, 150 w. illumination. Polystyrene carry-cover, and one magazine.

£16 19 6150 w. lamp (extra) £1 10 0
Spare magazines 10/- each**ALDIS XT 434**

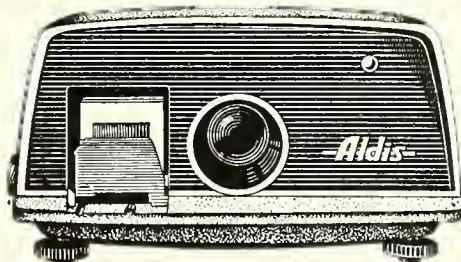
Similar to XT 150, but with 300 w. illumination and efficient new "two-way" cooling system. Magazine takes 3 sizes of transparency—35 mm., 4 x 4 and 3 x 4 cm. Complete with polystyrene carry-cover and one magazine.

£23 18 6300 w. lamp (extra) £1 17 6
Spare magazines 10/- each**ALDIS XT 330**

Fully automatic magazine projector, remote controls for focusing and slide changing. Magazine takes 30 2" x 2" or Super slides. 8.5 cm. f/2.5 lens, 300 w. illumination. Complete with carry-cover and one magazine.

£38 17 6300 w. lamp (extra) £1 17 6
Spare magazines 10/- each**ALDIS XT 360**

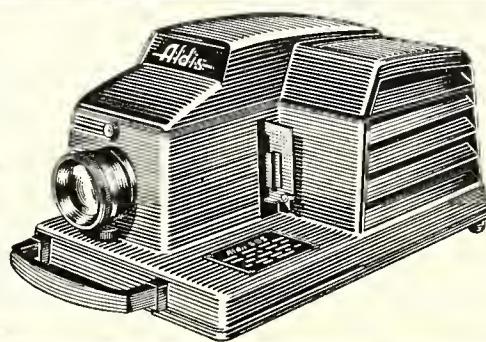
As XT 330, automatic self-timer; rheostat switch to reduce initial voltage to the lamp; socket for tape recorder.

**£54 17 6**300 w. lamp (extra) £1 17 6
Spare magazines 10/- each**ALDIS 303**

300 w. suction-cooled projector with 8.5 cm. f/2.5 lens and Aldaspheric optical system. Complete with protective cover.

£21 0 0

300 w. lamp (extra) £1 17 6

**ALDIS 505**

500 w. suction-cooled projector with 8.5 cm. f/2.5 lens and Aldaspheric optical system. Complete with protective cover.

£24 18 6

500 w. lamp (extra) £2 15 0

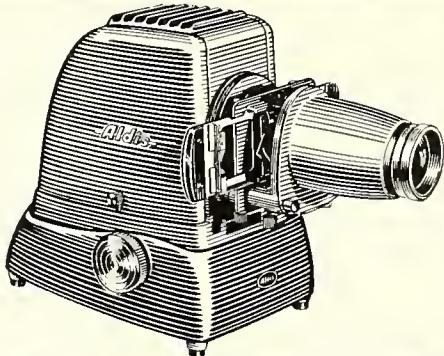
ALDIS 300

300 w. projector with great screen brilliance and picture detail. Complete with 8.5 cm. f/2.5 Aldis anastigmat lens and 2" x 2" slide carrier.

£17 18 6

With 10 cm. f/2.8 lens £19 18 0

300 w. lamp (extra) £1 14 3

**ALDIS 500**

Blower-cooled 500 w. projector, complete with 8.5 cm. f/2.5 anastigmat lens and 2" x 2" slide carrier.

£22 2 6

With 10 cm. f/2.8 lens £24 2 0

500 w. lamp (extra) £2 6 0

ALDIS 5-STAR 1000

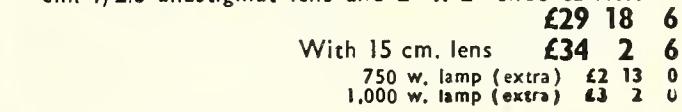
Blower-cooled 1,000 w. projector, complete with 10 cm. f/2.8 anastigmat lens and 2" x 2" slide carrier.

£29 18 6

With 15 cm. lens £34 2 6

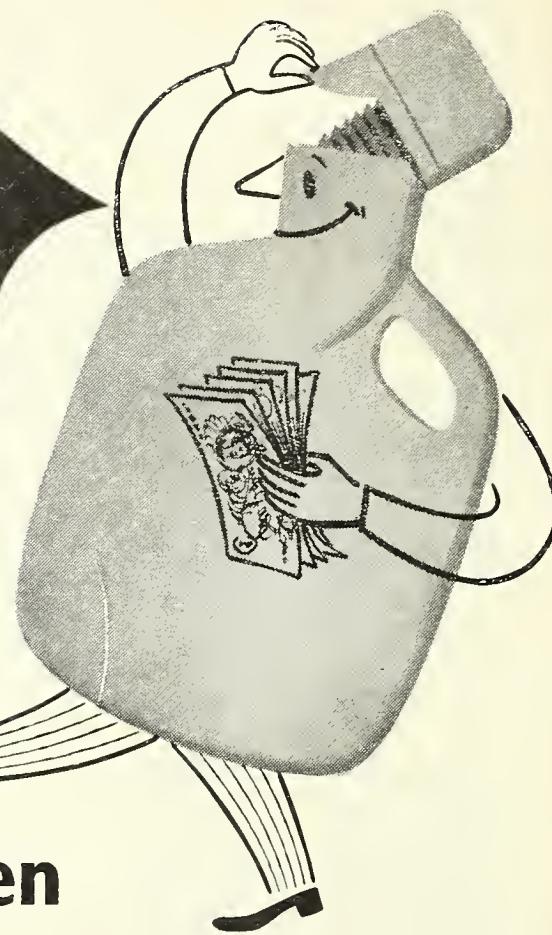
750 w. lamp (extra) £2 13 0

1,000 w. lamp (extra) £3 2 0



Extra profit if you order Suba-Seal now!

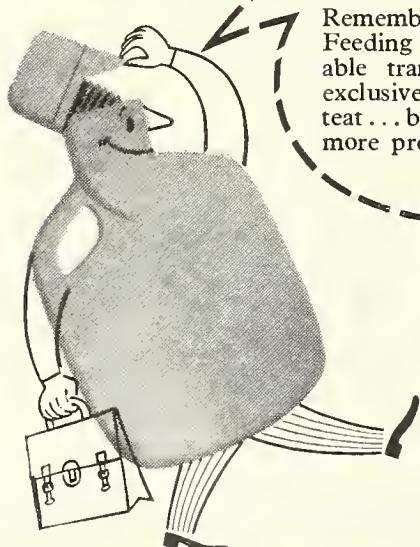
There's 5% extra discount if you order now and take delivery before December 31st. This is additional to the generous 33½% mark-up!



Never before have hot water bottles been advertised like this!

15 million customers will be told: 'This hot water bottle cannot leak' — again and again, throughout the selling season in: Woman's Own · Woman's Realm · Woman's Weekly... plus special booster advertisements during cold spells—scientifically timed for your area by top weather forecasters.

BABY FEEDING PRODUCTS, TOO !
Remember Suba-Seal Baby Feeding products—the boilable transparent feeder—the exclusive long-life silicone teat... better for Baby... more profitable for you.



**KEEP YOUR GOODWILL—
SELL A GOOD HOT WATER BOTTLE—SELL A SUBA-SEAL**

Only a genuine Suba-Seal has the original anchored Suba-Seal closure that cannot leak and cannot get lost. Your representative will show you the whole wonderful Suba-Seal range... retail prices start at 7/6 for adult sizes and 3/11 for cot sizes.

Every Suba-Seal has a leak-proof closure... is doubly safe for children and adults... gives splutter-free filling.



See your Suba-Seal Representative or write to :

WILLIAM FREEMAN & CO. LTD., SUBA-SEAL WORKS, STAINCROSS, BARNSLEY, YORKS. BARNSLEY 4081

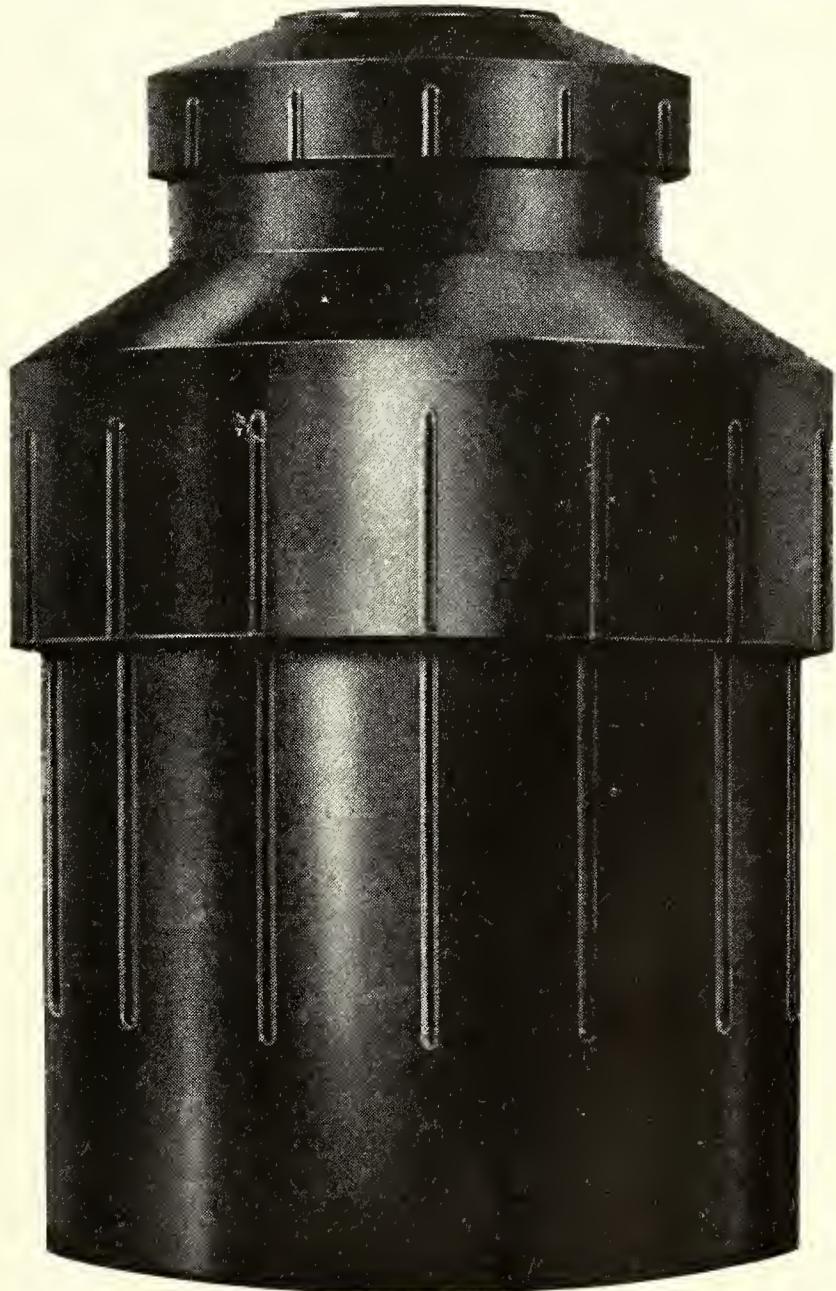
NEW THE JOHNSON UNIVERSAL DEVELOPING TANK

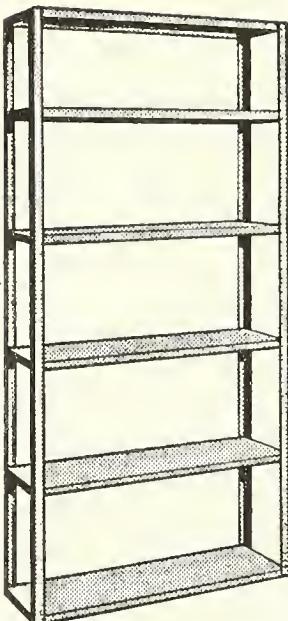
WATCH IT DEVELOP PROFITS FOR YOU! There's going to be a huge demand for this new Johnson UNIVERSAL developing tank, and there'll be extensive advertising for it this Spring. The UNIVERSAL has been designed after many years' experience in the use and manufacture of developing tanks; completely leak-proof even during inversion agitation, it is exceptionally easy to load and to replace its lid in the dark. The lid has an unusually large filling funnel too, and a novel system of light trapping prevents "spluttering" and gives excellent pouring from any angle. The UNIVERSAL is supplied in a carton of a modern, striking design which is bound to attract attention wherever it is displayed. Retail price, 32/6.

STOCK IT ... DISPLAY IT ... SELL IT!

JOHNSONS
OF HENDON LTD

FOR CONFIDENCE IN PHOTOGRAPHY





Any size made to order

**THE BEST BUY
IN U.K.**

STEEL SHELVING BRAND NEW HEAVY GAUGE

Free delivery within 14 days. N. Scotland, Ireland, I.O.M. Carriage forward.

71" high x 34" wide, 12" deep with 6 shelves as illustrated.

Height	Width	Depth	No. of Shelves	Price	Price each 3 or more
71"	34"	9"	6	63/-	61/-
71"	34"	12"	6	65/-	63/-
71"	34"	15"	6	85/-	83/-
85"	34"	12"	6	73/-	71/-
85"	42"	12"	6	91/-	89/-

Each shelf will hold over 3 cwt Shelves adjustable every 2" Stove enamelled dark green White enamel units 30/- extra

ROCHDALE METAL PRODUCTS

DEPT. C. & D.

DEVON ST. WORKS Tel. ROCHDALE 40070/78

Regular sales assured
with



Shadeine
— the permanent
safe HOME tint
for GREY hair

Still the best home tint for grey hair. All natural shades. Safe and harmless. Trade Prices—1 oz. 33/8 per dozen. 2 oz. 42/8 dozen. P. Tax 45%. Retail 5/- and 6/4 per bottle respectively.

ALSO GOLDEN SHADEINE

For brightening mousey hair. Trade Price—2 oz. size 32/8 per dozen. P. Tax 45%. Retail 5/- per bottle.

THE SHADEINE COMPANY LTD.
49 CHURCHFIELD RD., ACTON, LONDON, W.3

Over SIXTY YEARS' Reputation

Shadeine



FWB

For the Common Cold

Recommend Besorbon, the fast acting medicinal snuff. It contains no tobacco, it clears up catarrh. It's pure. It's packed hygienically and conveniently, together with free instructions.

GIVE YOUR CUSTOMERS RELIEF and give yourself a large share of the profits from this outstanding product.

DISPLAY FREE. A selling display unit is available to you free with a dozen order and, in a place of prominence, will work hard and profitably for you.

Recommend and profit from

BESORBON

REGD. TRADE MARK

MEDICINAL SNUFF



with *



**there is
no question
of doubt**

Agfa are world famous for quality. They have pioneered many of the great advances of modern photography. In the 55mm camera field they offer today's outstanding value for money—the Silette range. There are over 5,000,000 Agfa Silettes already in use. Into every one is built a wealth of experience and precision skill. A world of photographic perfection and pleasure for your customers.



Be completely sure sell Agfa. Typical of the superb range of Agfa precision cameras—from £5.9.9 to £89.5.5—is this top value model. **Agfa Silette 4-speed** Streamlined 55mm camera with Brightline viewfinder. Indicates full negative area by means of superimposed luminous frame. f2.8/45mm. Agfa Color-Agnar lens. Pronto 4-speed shutter. Delayed action. X-synch. £15.17.8.

AGFA LIMITED · 27 REGENT ST · LONDON S.W.1 · TEL: REG 8581/4

*Regd. Trade Mark

EVERSHARP
SCHICK

 The world's biggest-selling injector razor

**ALREADY THE FIRST CHOICE
 OF HUNDREDS OF THOUSANDS
 OF MEN IN THE LONDON
 ITV AREA**

So safe you could shave blindfold!



**GOES NATIONAL
 ON MAY 9TH** with this
 massive advertising support

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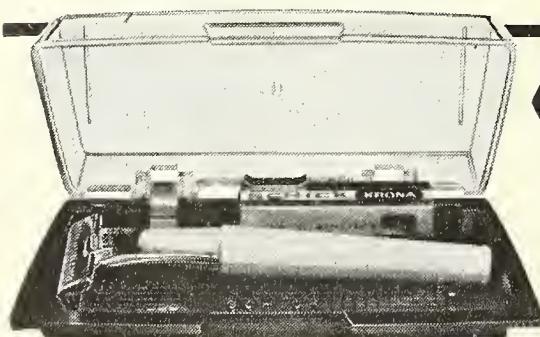
Whole pages in the Daily Express and Daily Mail. Repeated giant spaces in the Express, Mail and Mirror.

ON TV:

30-second spots at peak times week after week.

IN YOUR SHOP:

Exciting display material!



The Y100 model
 Retails at 7/6

Also special De Luxe HM.500 (not illustrated) featuring exclusive Hydromagic action for easier-than-ever rinsing. In Presentation Case.

Retails at 25/6

All Schick Razor Kits have the sensational new SCHICK Injector Blades with 'KRONA-Edge'—the non-feel blades that shave your beard, not your skin. 10 blades retail at 4/6 World-famous Schick Regular Blades also available. 10 blades retail at 3/- Schick injector blades fit all injector razors

Your usual wholesaler can supply you, or order direct from: Sole Distributors

J. C. Gambles & Co. Ltd.

209/215 Blackfriars Road, London S.E.1

Perfume Concentrates

Terpeneless Essential Oils

Essential Oils

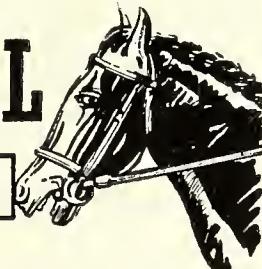
ZIMMERMANN

Chas. Zimmermann & Co. Ltd.,
 Dega Works, Walmgate Rd., Perivale, Middlesex
 phone: Perivale 9121
 Glasgow Office:
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 phone: Rutherglen 2835



EXTRA-TAIL

FOR HORSE AND PONY



Complete Protection
from Flies and other insects

An established favourite with the equestrian public. AEROSOL Pack, the complete answer to the sad sight of continuous tail swishing. Spray the animals' heads and backs for instant protection. Can be used in the house, stables and byres too! A sure winner—get adequate stocks now! Retail price, Stable size 12 oz 11/6, Pony size 6 oz 6/6. Generous Trade Terms, free Sales Aids.

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Adelaide Street, Redditch, Worcs.
TELEPHONE: REDDITCH 4433

THOVALINE

for:—

BEDSORES

BEDSORES can be prevented by applying **THOVALINE** before the trouble starts but if already in existence will help greatly in healing.

BURNS

BURNS Unique action. **THOVALINE** is self sterile it eliminates pain and is a rapid healer.

DERMATITIS

URINE DERMATITIS Excellent healing properties where rash exists and will prevent such trouble occurring if applied beforehand. Offensive odour is eliminated.

Supplies from your usual wholesale house:

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Tel: HAMILTON 410

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CAMPHOR (Hoechst)	NICOTINIC ACID	PROCaine (Hoechst)
DEXAMPHETAMINE	PANCREATIN	QUINIDINE
SULPHATE B.P.	PAPAIN	RESORCIN B.P. (Hoechst)
DIASTASE	PAPAVERINE	SILVER PROTEIN
DIGITOXIN B.P.C.	PARACETAMOI (Hoechst)	SODA AMINOSALICYLATE
DIGOXIN B.P.	PEPSIN	THYMOL B.P.
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your customers
—stock and display

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Powders and tablets for the safe and
speedy relief of headaches, colds, chills,
rheumatic and nerve pains.

EX ALL LEADING WHOLESALE HOUSES



PRIDE
hair beauty PREPARATIONS
SELL ON SIGHT!

Spraying Hair Lacquer

Retails at 3/6

The finest of hair lacquers with a delightful perfume available in the new Super Spray 3 oz. polythene bottle boxed in 1 doz. units in eye-catching display outers. Refill sachets also available packed in 1 doz. outers retail at 2/2.



Egg and Lemon

CREAM SHAMPOO Retails at 2/6

24 shampoos in plastic injector dispenser—Hair and scalp always kept at its best with this high-foaming soapless cream shampoo made from the natural benefits of shell eggs and juice of fresh lemons. Trial—3 shampoos, tubes 9d.; 3 individual shampoos linked together 10½d. all packed in display outers.



Scalp Milk Retails at 2/6

An alleviating scalp lotion for use after shampooing and before setting. Alleviates scurf irritation; quick drying action holds the hair, removes tangles, leaves hair free from all deposits and with a beautiful lustre.



PRIDE PRODUCTS SELL ON SIGHT!
These Fast-Selling lines are now being advertised continually in National magazines.

From your usual wholesaler or direct—
B. N. FURMAN (PRODUCTIONS) LTD., 133 Fonthill Road, N.4

A black and white photograph of a roll of Mimosept sani-napkins. The roll is wrapped in a light-colored paper with a dark ribbon tied around the top. A dark rectangular label is attached to the roll, containing the text "Retail Price 2'6" and "Profit 10d on best terms".

Retail Price 2'6

Profit 10d on
best terms

Most SUCCESSFUL!

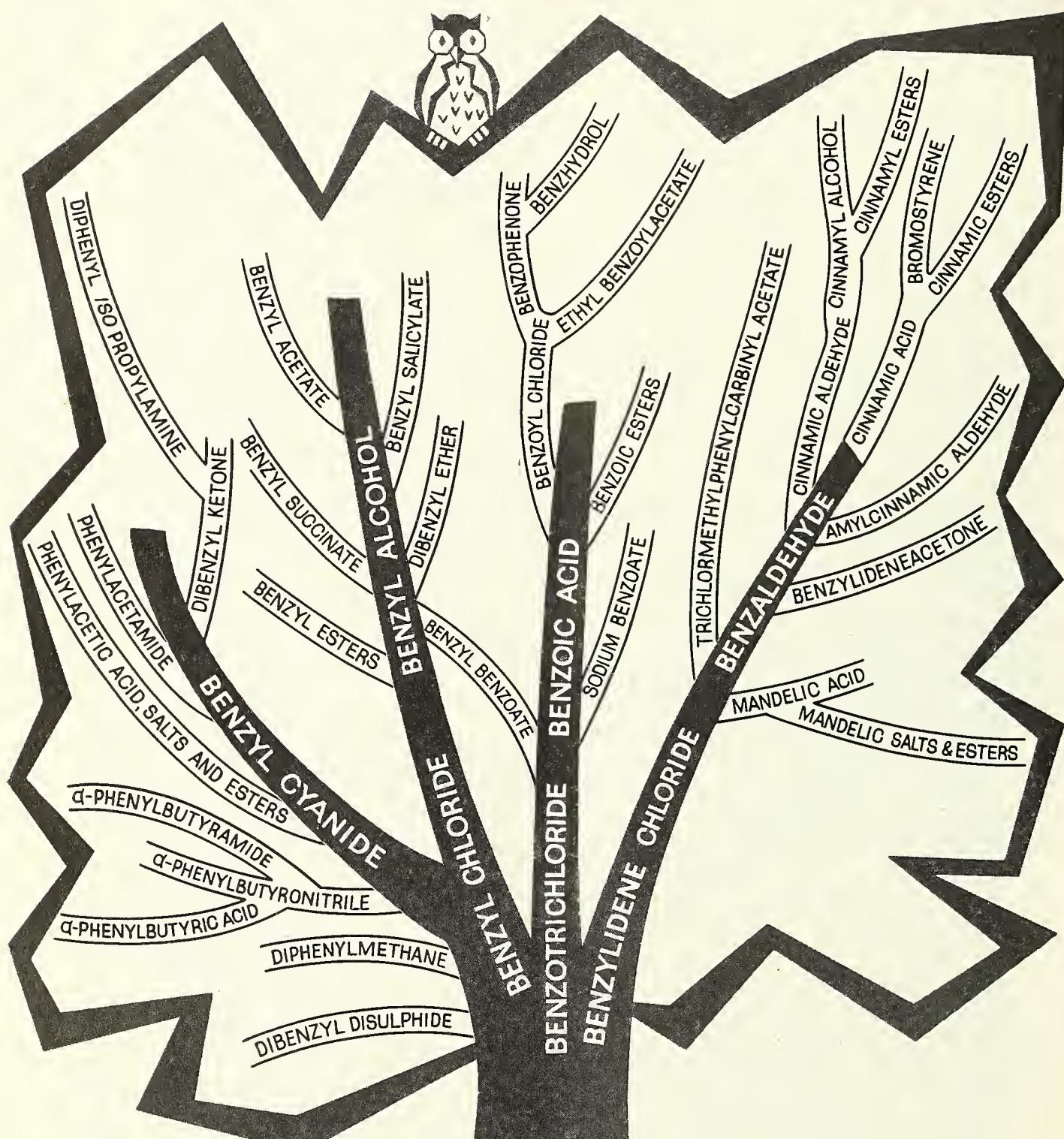
TWELVE
Mimosept

LUXURY IN SANI-PROTECTION

with a special deodorant

Sales clearly show that Mimosept is the sani-napkin for modern women. They prefer its extra whiteness, its greater softness and absorbency. They're happy about the D-5 deodorant, and delighted with the white polythene pack.

Advertising is designed to back your sales forcibly month after month after month.



ASK



W. J. BUSH & CO. LTD. LONDON · E8 · ENGLAND · CLissold 1234
MELBOURNE AUCKLAND JOHANNESBURG BULAWAYO MONTREAL MADRAS



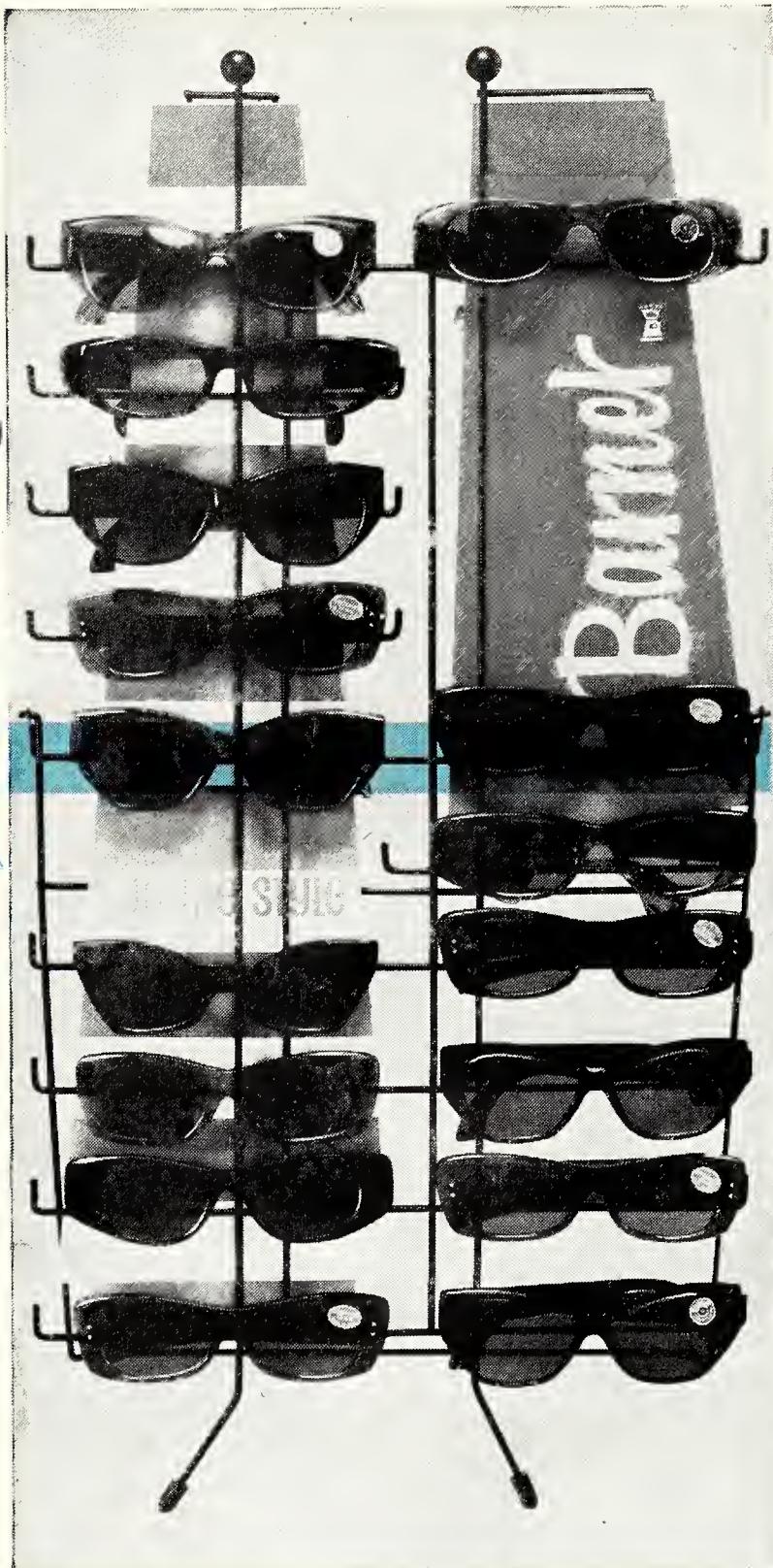
barnet

SUNGLASSES

In the mood for high sales this season, Barnet's new fashion series—sultry, exciting angular frames—have the film star look—brought down to free selling, quick selling prices.

GET YOUR WHOLESALER TO SHOW YOU THE COMPLETE BARNET RANGE NOW

Wholesale only
E. R. HOLLOWAY SALES LTD · BESSEMER RD.
WELWYN GARDEN CITY Tel: Welwyn 24444



FASHION NO. 6 ASSORTMENT.

A six dozen collection spread over seven new glamorous styles, mainly black with some tones, retailing from 3/6 to 7/6. Supplied with this elegant FREE display stand. Please ask your wholesaler for full details and about other convenient collections.



Introducing **FUCIDIN** ZN6-Na

an oral antibiotic of completely new personality

original product of Leo Research

In releasing FUCIDIN, LEO-DENMARK appreciate that a number of pharmaceutical preparations have been introduced with high expectations, only to exhibit in subsequent widespread clinical use properties limiting their usefulness.

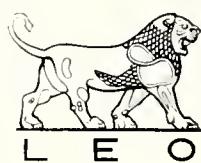
Initially therefore, LEO restrict themselves to the following statements:

1. In laboratory and clinical trials over a period of two years, FUCIDIN, the sodium salt of fusidic acid, a substance unrelated to any available antibiotic, has demonstrated outstanding activity against the staphylococcus, whether antibiotic sensitive or resistant.
2. While it is probably inappropriate to use the word 'safe' with respect to any chemotherapeutic substance, no serious side-effects have been reported to date following extensive clinical trials with FUCIDIN. Its basic steroid structure, far from causing any of the untoward reactions that have become associated with the steroids, may be responsible for the efficient diffusion of FUCIDIN throughout the majority of body fluids and tissues.
3. There is substantial reason for believing that FUCIDIN will be shown, in further work currently under way, to possess a range of antibacterial activity different from any antibiotic at present available. Furthermore the absence of effect on gram-negative coliform organisms eliminates the risk of sterilization of the gastro-intestinal tract, a phenomenon predisposing to fungal superinfection which has often followed therapy with oral antibiotics.

excellence born of sound research

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Leo Laboratories Ltd 15-18 Clipstone St London W1 Museum 6945



for
the family
doctor

"...on his choice depends
the safety and the health
of the whole state"

Hamlet

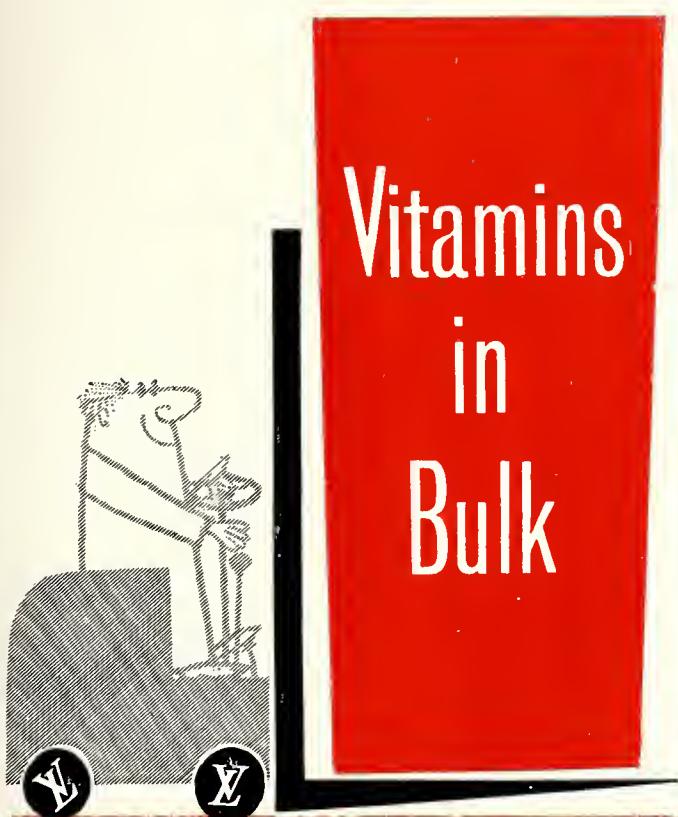
IN TONSILLITIS **LEDERKYN® ACETY**

SULPHAMETHOXPYRIDAZINE * REGD. TRADEMARK

PEDIATRIC SUSPENSION



LEDERLE LABORATORIES a division of CYANAMID OF GREAT BRITAIN LTD. London V

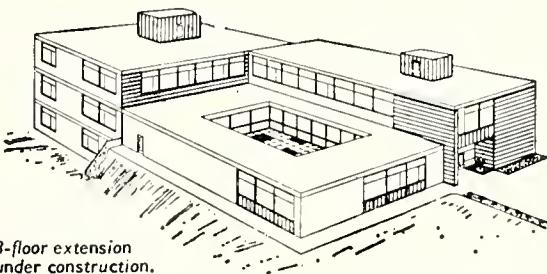


Natural & Synthetic Vitamin A
 Vitamin B₁ (Aneurine
 Hydrochloride B.P.)
 Vitamin B₆ (Pyridoxine
 Hydrochloride B.P.C./U.S.P.)
 DL. Calcium Pantothenate U.S.P.
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 Vitamin D₂ (Calciferol B.P./U.S.P.)
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 (d-Alpha Tocopheryl Acetate)
 (d-Alpha Tocopheryl Acid
 Succinate)
 (Mixed Tocopherols)
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HAMILTON TAIT LTD.



The 3-floor extension
now under construction.

EXPANSION THROUGH QUALITY

The only independent Laboratory in the United Kingdom designed and built specifically for colour processing.

Our colour enprints are supplied in an attractive red plastic wallet and large enprints are within overlay mounts—associate negatives are in glassine sleeves within a strong folder separately packed for safe storage.

The use of specially designed cartons, which can be reversed for return posting, contribute to safe postal transit.

PRICES.

Please write for latest supply of counter order forms, addressed labels and film bags, price list and brochure etc. Members of the W.P.F.A. are invited to write for preferential terms covering their entire colour work.

HAMILTON TAIT LTD.

COLOUR PROCESSING LABORATORY, PENICUIK, MIDLOTHIAN, TEL: 474 (2 Lines)

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RIDDOVYDRIN ELIXIR

A NEW PREPARATION SPECIALLY COMPOUNDED TO
MEET WITH THE NECESSITY OF A POTENT SYRUP TO
RELIEVE ALL FORMS OF COUGHS ASSOCIATED WITH :—

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CONTAINING VITAMIN C

ONE SIZE ONLY — 3oz. CARTONED PANEL
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READ ANY GOOD BOXES LATELY?



It is fair to say that few of us take the trouble to read all the words on boxes that come our way. Headings like 'Directions' are usually hastily perused and it's only when we see the word 'Warning' that we carefully read what is written underneath! Yet the consumer would soon complain if manufacturers ceased to pack their products in printed boxes. But that's not likely to happen since wise manufacturers know they can get exactly the boxes they need from Robinsons: boxes round, square, printed folded cartons, plain or waxed—we make them all. Read any good boxes lately? More than likely they've come from Robinsons.

Robinsons of Chesterfield



ROBINSON AND SONS LIMITED WHEAT BRIDGE MILLS CHESTERFIELD

Telegrams: "Boxcs" Chesterfield. Telephone: 2105. 11 lines

London Office: King's Bourne House, 229/231 High Holborn, London, W.C.1. Telegrams: 'Omnibus' Holb. London. Telephone: Holborn 6383.

Vegetex

THE VEGETABLE TREATMENT FOR RHEUMATISM

VEGETEX is a concentrated powder prepared by dehydrating selected vegetables in closed circuit at low temperature. Being alkaline, VEGETEX counteracts the over-acidity associated with rheumatic conditions.

YOU CAN RECOMMEND VEGETEX WITH CONFIDENCE

We shall be glad to send you literature on request.

Retail Prices:

40 tablets 3/10 • 80 tablets 7/3
160 tablets 12/1 • 500 tablets 30/9

MODERN HEALTH PRODUCTS LTD. Davis Road • Chessington • Surrey

Other Modern Health Products include: BIOBALM • VECON • NATEX • GARLODEX

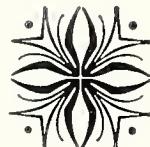
baumol



is a very fine and very profitable soap

to recommend to your

more discerning customers



DUNCAN, FLOCKHART & CO LTD
EDINBURGH

DUREX Gossamer

now
in NEW
pocket
packs



Now! Durex Gossamer comes to you in discreeter-than-ever new pack design, in pocket packs of either one dozen or quarter dozen.

Remember! More and more people are changing to Durex Gossamer, the Sensitol Lubricated Protective, for added sensitivity.

MAKE 4 SALES IN ONE!

Durex Gossamer is available in pocket packs of one dozen in the dignified new grey and white outer. Sales show an increasing demand for packs of one dozen and many of your customers will prefer them.

Your next order
will be in this
NEW packaging

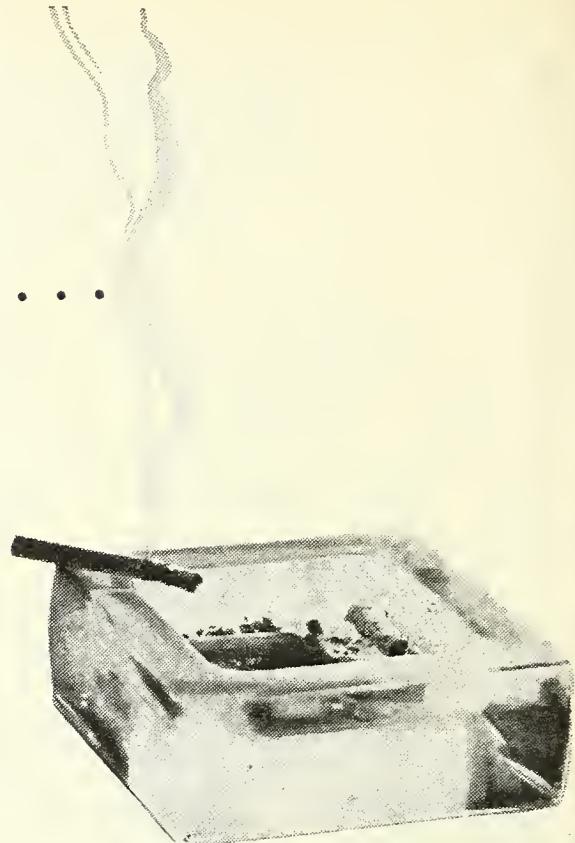
LONDON RUBBER (INDUSTRIES) LTD.,
Chingford, London, E.4.

Lobidan

helps them to stop smoking . . .

... and is

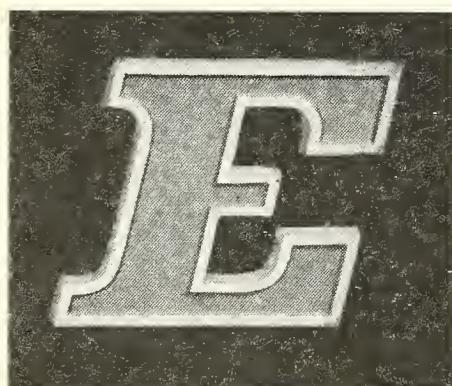
confidently recommended
to medical practitioners
as the practical part
of their invaluable advice
to patients to stop or reduce
their consumption of tobacco.
Lobidan makes a contribution
to preventive medicine, for
the prophylaxis, or the treatment,
of specific diseases where
smoking is contra-indicated.



Tube of 15 Tablets: Price now 14/7
(incl. reduced P.T. 2/1).
Dispensing Packs of 100 and 250
also available.

Each tablet contains lobeline sulphate 2.0 mgm.,
magnesium carbonate 125.0 mgm., tribasic cal-
cium phosphate 180.0 mgm.

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out if required
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THE CREAM OF THE DENTURE FIXATIVE TRADE

... is for those Chemists who stock and show POLI-GRIP in its attractive counter display unit. Widely advertised, POLI-GRIP has captured the favour of denture wearers who prefer a *cream* adhesive. And its sales are increasing week by week! Retail price 2/- per tube.

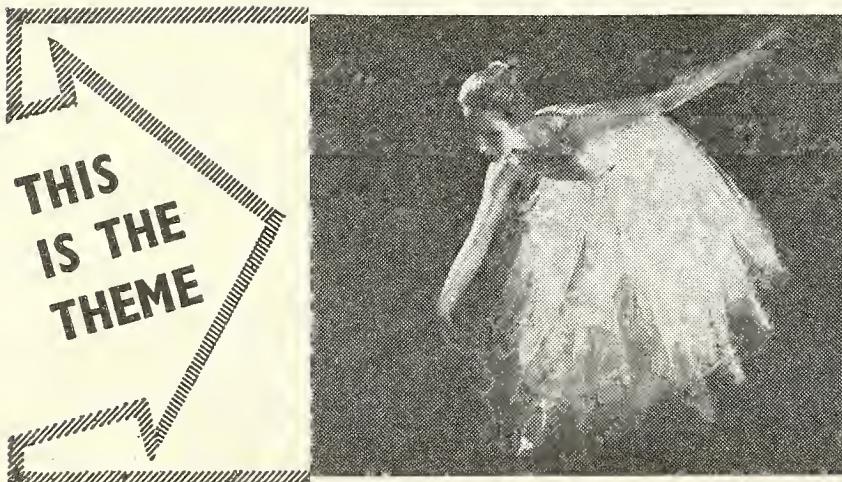
Please order from your usual wholesaler.

POLI-GRIP

DENTURE FIXATIVE CREAM



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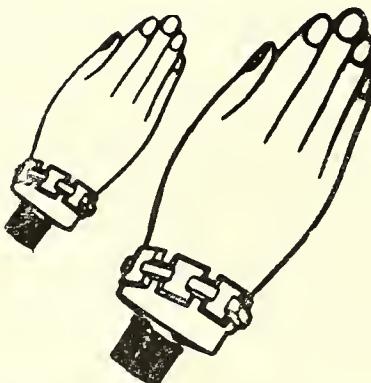


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APPOINTMENTS

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Assistant-in-Dispensing

Applications are invited for the above post at **LORD MAYOR TRELOAR HOSPITAL**, Alton, Hants. Apothecaries' Hall Certificate essential. Post vacant June 1, 1962. Whitley Council conditions of service. Applications with names and addresses of two referees to the Group Secretary at the above address. C 4543

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist

for holiday relief duty in the hospitals of the group.

23rd July—18th August

10th September—22nd September

Salary 18 guineas a week. Apply to Chief Pharmacist, St. Leonard's Hospital, Nuttall Street, London, N.1. C 589

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS (490 beds)

Pharmacist

required in this modern and well-equipped Pharmacy (Category V Hospital), Whitley Council scale with London Weighting. Applications to Hospital Secretary with names of two referees. C 596

CHARING CROSS GROUP OF HOSPITALS

Pharmacist

required at Charing Cross Hospital, London, W.C.2. Whitley Council scale £690 rising to £920 plus London Weighting and £25 special qualification allowance. Write stating age, experience, qualifications and two names for reference to House Governor (A). C 597

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist-in-Charge at Mildmay Mission Hospital for holiday relief duty.

12th June—16th June
30th July—11th August

Salary 21 guineas per week. Apply to Chief Pharmacist, St. Leonard's Hospital, Nuttall Street, London, N.1. C 584

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Pharmacist

required. Whitley Council salary plus London Weighting. The hospital is in country surroundings. Direct coach service reaches Marble Arch in just under an hour. Local bus service to hospital gates. Temporary accommodation available in Hospital if necessary. Applications with names of two referees to Medical Director. C 594

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Senior Pharmacist

for Bethnal Green Hospital. Modern department. Salary scale £770—£1,010 p.a. plus higher qualification allowance and London Weighting. Please apply to the Group Secretary, 213 Kingsland Road, London, E.2. C 553

LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1

Locum Pharmacist

required for eight weeks from July 9, 1962. Salary 18 guineas per week. Modern new department. Applications to the Chief Pharmacist. (Tel.: STE. 4251.) C 7325

LAMBETH HOSPITAL, BROOK DRIVE, S.E.11 (acute general—508 beds)

Senior Pharmacist or Pharmacists

required. Department includes modern laboratory for manufacture of sterile products. Rotation of duties. Applications, naming two referees to the Hospital Secretary. C 7353

LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1 (Category II Hospital)

Pharmacist

required at the above hospital from July 9, 1962. Modern new department offering good general experience. Every third Saturday morning off. Salary scale and conditions of service in accordance with Whitley Council agreement. Applications in writing stating age, qualifications and previous experience, together with the names of two referees, to the Chief Pharmacist. C 7327

LAMBETH HOSPITAL, BROOK DRIVE, LONDON, S.E.11 (508 beds)

Senior Pharmacist and Pharmacist

Department includes modern laboratory for manufacture of sterile products. Rotation of duties. Also

Locum Pharmacist (2)

(a) from 14th May for indefinite period.
(b) from 3rd September for two weeks.
Applications naming two referees to the Secretary. C 7384

PONTYPOOL AND DISTRICT HOSPITAL, PONTYPOOL, MON. (126 beds)

Senior Pharmacist

required. Salary £770—£1,010. The successful candidate will work in conjunction with the Chief Pharmacist and the post provides useful experience. Assistance will be given in obtaining accommodation in the locality if required. Write giving experience and two referees to Group Secretary, 64 Cardiff Road, Newport. C 7380

ROYAL GWENT HOSPITAL, NEWPORT

Dispenser

required (Apothecaries' Hall). Salary £300 at 18, £335 at 19, £370 at 20, £410 at 21, £475 age 22 or over, rising to £625. The Department has a complement of three Pharmacists and four Dispensers, and the post provides useful experience. Write quoting two referees to T. A. Jones, Group Secretary, 64 Cardiff Road, Newport, Mon. C 7336

ST. ALBANS CITY HOSPITAL (403 beds)

ST. ALBANS, HERTS

Assistant-in-Dispensing

preferably with hospital experience, required. Part-time appointment considered. Whitley Council salary and conditions. Applications stating age, experience and naming one referee to the Hospital Secretary. C 595

THREE COUNTIES HOSPITAL, ARLESEY, BEDFORDSHIRE

Assistant-in-Dispensing

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THE LONDON HOSPITAL, WHITECHAPEL, E.1

Locum Pharmacist

required from mid-June. Salary £18 18s. per week. Applications to House Governor. C 590

Appointments—Continued**THE ROYAL INFIRMARY OF EDINBURGH AND ASSOCIATED HOSPITALS (1,452 beds)**

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C 7367

**WALTON HOSPITAL,
LIVERPOOL, 9**

Pharmacist, or Senior Pharmacist

Applications are invited for the above posts dependent upon length of experience. Salary scales:

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Pharmacist—£690 to £920 p.a.

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C 7378

**WEST SUFFOLK GENERAL HOSPITAL,
BURY ST. EDMUNDS,
SUFFOLK (254 beds)**

Pharmacist

one of three, required in busy modern department. Salary £690 rising to £920 per annum. Post suitable for newly qualified officer. Applications with names and addresses of two referees to the Hospital Secretary by May 12, 1962.

C 7373

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C 404

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SIGNATURE.....



Food for thought?

The Star at Alfriston, here in Sussex, is one of those delightful old inns in which people have been made welcome for so many years that the very timbers seem dedicated to the needs of the traveller.

As soon as you enter you feel you are in the right place—you can even relax with a problem.

Incidentally, that has been said of the Cox Organisation. If you have a manufacturing problem, why not have a word with our technicians who have a great deal of experience behind them. They will welcome you and the opportunity of helping you.

Pharmaceutically, we endeavour to cater for most people.

ARTHUR H. COX & CO. LTD.

BRIGHTON, ENGLAND



Of early 14th century construction, the Star, Alfriston, is probably the oldest inn in Sussex, and is thought originally to have been a shelter for pilgrims and mendicant friars.

There is strong reason to believe that at one time it belonged to the great Benedictine Abbey of St. Martin at Battle.

Features include many interesting carvings in wood and an attractive, heavily timbered interior.